

WoodSpring Suites

Ft Wayne IN
Andrews Airforce Base MD

Proposal

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William Hendrix

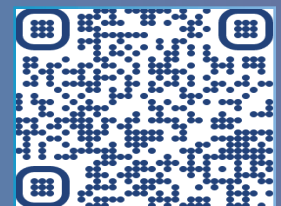
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For full trial analysis, product information, and quote documentation, please go to

<https://www.inspiredtecaffiliate.com/choicefwa>

or scan the QR code



About Us

With our team's extensive experience, unwavering commitment to innovation, and a comprehensive suite of solutions, we are poised to establish a new standard for excellence in the hospitality sector.

Welcome to our team! We are a passionate group of individuals dedicated to transforming the hospitality industry through innovation, sustainability, and unmatched expertise.









Our collective goal is to redefine hospitality and create extraordinary guest experiences and better outcomes for all stakeholders.

We believe that by combining our expertise and forward-thinking approach, we can shape the future of the industry and elevate it to new heights.

We invite you to join us on this exciting journey as we revolutionize the way hospitality is perceived and practiced.

Together, we will drive innovation, embrace sustainability, and deliver unparalleled ideas to our clients. With our team leading the way, we are confident in our ability to set new benchmarks, inspire change, and exceed expectations.

Let's embark on this transformative adventure together and create a future where hospitality knows no bounds.

ROLF GUNDERSON		Profillment President
WILLIAM HENDRIX		Inspired TEC President
PHIL DOEGE		Inspired TEC Chief Technical/ Senior Design Manager
ALLEN JOHNSTON		GreenTech Environmental Founder
ROBERT JAUCH		GreenTech Environmental VP of Engineered Solutions
MARK OWENS		Direct Supply Director of Sales
FRITZ KREISS		OnSite Utility Services Capital CEO
ROBERT EVANS		Room One Solutions Executive Director/Field Services

Introduction

We were initially brought to WoodSpring Suites to address persistent odor problems common to extended stay hotels. While we were very successful in drastically reducing odor problems, we found a more systemic issue within the PTAC fleets at both these WoodSpring Suites.

At both locations, the PTACs are outdated and inefficient. These units consume excessive energy, frequently break down, and lack preventative maintenance due to limited staffing. As a result, these issues lead to poor indoor air quality, persistent odor problems, and subsequent negative impacts on revenue, guest experience, and market capitalization.

Through the data provided by WoodSpring, along with several discussions with operators and management, we developed a list of priorities to include in a proposed solution:

- **eliminate persistent odors**
- **improve energy efficiency**
- **reduce breakdowns, which in turn will reduce out of service rooms and added temporary measures like fans**
- **enhance preventative maintenance**
- **assist with labor shortage**
- **elevate overall guest satisfaction**
- **provide unique funding options**

Our proposal not only tackles persistent odors, poor indoor air quality, and high operational costs associated with inefficient Packaged Terminal Air Conditioner (PTAC) units, but also brings unique funding assets to the table. We recognize that capital costs can be a concern when implementing such improvements. Therefore, we have devised a strategy to leverage utility rebates and tax incentives, significantly offsetting the initial investment and ensuring a cost-effective solution.

In addition to our innovative funding approach, we are proud to introduce a new standard PTAC unit that integrates advanced technologies and energy efficiency. These state-of-the-art units not only enhance guest comfort and well-being, but also qualify for utility rebates and tax incentives. By upgrading to our new standard PTACs, you can achieve substantial energy savings and operational cost reductions while providing superior comfort to your guests.

From start to finish, our comprehensive turnkey approach encompasses every aspect of your project, providing a seamless experience from initial assessment to installation and ongoing maintenance. With a team of experienced experts, we guarantee smooth implementation and minimal disruption to your operations. Our all-inclusive solution incorporates state-of-the-art air purification systems, ventilation strategies, and surface protection measures, all meticulously designed to create a refreshing, healthy, and hygienic environment for your valued guests.

Trial Case Study

After conducting nearly two years of extensive testing, a new standard has been developed specifically for extended hotels in the hospitality industry.



WoodSpring Fort Wayne

Date Started: Sept 9, 2021

Problem

Persistent odor problem arises from the presence of old and poorly functioning PTACs. These units not only fail to effectively eliminate odors, but also incur significant expenses due to their inefficient operation.

Trial Solutions

- Installed pureAir 750+ Wall Mount devices in select areas
- Cleaned, sanitized, and processed PTACs in 7 rooms
- Evaluated improvements in IAQ and reduction in odor

Results

- 87% reduction in pathogens on surfaces
- 25% improvement in PTAC performance
- Substantial reduction in odor as noticed by staff, guests, and hotel manager (Faye Lortz)



WoodSpring Andrews Airforce Base

Date Started: Nov 1, 2022

Problem

Persistent odor problem arises from the presence of old and poorly functioning PTACs. These units not only fail to effectively eliminate odors, but also incur significant expenses due to their inefficient operation.

Trial Solutions

- Installed pureAir 750+ Wall Mount devices in select areas
- Cleaned, sanitized, and processed PTACs in 14 rooms
- Evaluated improvements in IAQ and reduction in odor

Results

- 84% reduction in pathogens on surfaces
- 25% improvement in PTAC performance
- Substantial reduction in odor as noticed by staff, guests, hotel manager (Michael Graham) and regional manager

Developed Solutions

Building on our success in reducing persistent odor problems at WoodSpring, we have developed a unique and comprehensive set of solutions.

The AirGuard™ PTAC offers unmatched benefits and aims to revolutionize the PTAC market. This unit includes:

Enhanced Air Filtration: The AirGuard™ PTAC incorporates patented ODOgard® filtration technology to improve indoor air quality and eliminate odors.

Energy Efficiency Optimization: Through cutting-edge technologies like ceramic coating, the AirGuard™ PTAC significantly reduces energy consumption, extends the lifespan of the units, and promotes sustainable operations.

Expert Support and Training: Our dedicated team of experts provides comprehensive support and training to hotel staff, ensuring a seamless implementation and maximizing the benefits of the AirGuard™ PTAC.

Our proposal combines the AirGuard™ PTAC with our full set of options to provide the most comprehensive solution to the challenges identified in the WoodSpring trials:

The pureAir 750+ Wall Mount: A cutting-edge air and surface purification system that combines the power of photocatalytic oxidation, bi-polar ionization, safe low-level ozone, and patented ODOgard® filters. With its proven track record, the pureAir 750+ effectively eradicates odors in even the most difficult and malodorous environments. It also excels at eliminating harmful biological pathogens, ensuring a clean and healthy indoor environment for staff and guests.

Seamless Installation: Seamless intergration of the AirGuard™ PTAC and the pureAir 750+ units, minimizing disruptions and costly replacements. We also offer eco-friendly removal services for a smooth transition and compatibility with various hotel environments.

Preventative Maintenance Program: Designed specifically for AirGuard™ PTAC unit, this proactive approach minimizes breakdowns, extends unit lifespan, and reduces operational disruptions.

By embracing our comprehensive solutions, extended stay hotels can eliminate persistent odors and transform their PTAC units into highly efficient, reliable, and guest-friendly systems.

ADDENDUM NOTE

This proposal does not currently include hallway upgrades. However, we are actively developing costings for larger PTAC units tailored for hallways, along with a ceiling mount air purification unit, ensuring a clean installation and a lower profile. Once finalized, an addendum with the details and pricing will be available.

AIRGUARD™ PTAC

Introducing AirGuard™ PTAC: Elevating Comfort, Health, and Efficiency in Hospitality

1 ODOgard® Filters

ODOgard® Filter: A patented filter that effectively reduces odors, VOCs, and biological contaminants by trapping and removing particulates, while disrupting pollutants at a molecular level.

2 Quiet Performance

Experience whisper-quiet operation with a PTAC unit equipped with a tangential fan. This innovative feature ensures minimal noise during operation, providing a serene and comfortable environment without compromising on efficient

3 Ceramic Coating

Ceramic Coating improves heat transfer efficiency, enhances indoor air quality, reduces maintenance and service requirements, and extends the lifespan of PTAC systems.

4 Efficiency Settings

Equipped with thermostat capability and temperature limiting features. These settings allow for precise temperature control, ensuring optimal comfort while helping to reduce energy costs, making it a win-win solution for both

5 Heat Pump and Heat Resistance Operation

Offers exceptional efficiency benefits with the combination of integrated heat pump technology and heat resistance strips. This allows for cost-effective heating and cooling, while ensuring optimal comfort and maximizing energy savings in any environment.

6 Peace of Mind

Enjoy peace of mind with our industry-leading three year warranty. With this extended warranty, you can rest assured knowing that your PTAC unit is protected, providing reliable performance and exceptional customer satisfaction for years



PUREAIR 750+ WALL MOUNT

The pureAir 750+ Wall Mount utilizes cutting-edge technologies, such as our exclusive photocatalytic oxidation (PCO), activated oxygen/ozone (optional), ionization, and ODOgard® coated MERV filter. This powerful combination effectively eliminates odors caused by bacteria, mold, mildew, and other sources like pets, cooking, and smoking.

Additionally, it emits negative ions that cause allergens and irritants like pet dander, pollen, and other particles to cluster together and settle out of the breathing space, making them easier to remove by sweeping or capturing in HVAC filters. Experience cleaner, fresher air with the pureAir 750+ Wall Mount.



Features of pureAir 750+

- Active air and surface purification
- Even distribution of purification throughout the room
- Continuous, 24/7 purification
- Reduction of odors and biological contaminants
- Easy installation with no ductwork required

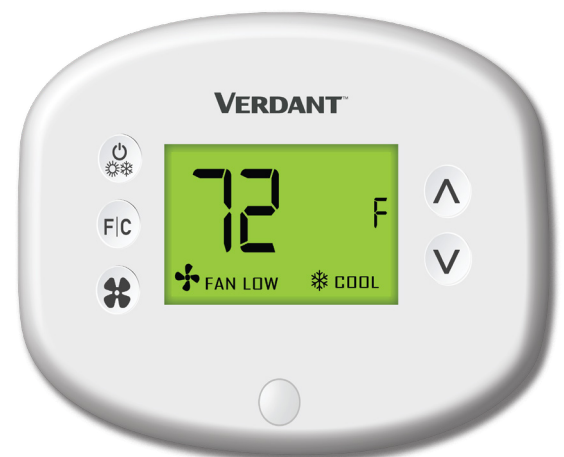
VERDANT SYSTEM

The Verdant VX-TW-KT-W, part of the VX Series, offers a compelling value proposition as a wireless thermostat equipped with an occupancy sensor.

This innovative device brings efficiency and comfort to any space. With its wireless capabilities, it provides flexibility in thermostat placement and eliminates the need for costly wiring.

The integrated occupancy sensor intelligently detects allows for optimized energy management. By automatically adjusting temperature settings based on occupancy, it ensures energy savings without compromising occupant comfort.

The Verdant VX-TW-KT-W is a valuable solution that combines convenience, energy efficiency, and cost-effectiveness for intelligent temperature control in various settings.



Process Overview

Seamless PTAC Solutions:
Your Turnkey Relief from Installation to
Hassle-Free Ongoing Maintenance



Installation

A

Service & Maintenance

B

We employ seven teams of four individuals each, enabling us to install PTAC, 750+ Wall Mount, and thermostat units in a 120-room hotel in just four days, averaging 30 rooms per day.

Our focus on precision minimizes disruption for hotel guests and staff. Additionally, we offer the convenience of removing and decommissioning old PTAC units at an EPA-approved facility, promoting responsible and eco-friendly practices.

We excel in exceptional installation, fast project completion, and a commitment to minimizing disruptions.

Our protocol includes one major cleaning per year for each unit, along with on-demand ongoing service.

We ensure that no room is left out of use due to PTAC failure by having two reserve PTACs stationed at each property.

Our dedicated service technicians are available within three business days for regular service and within 24 hours for emergency situations through our PTAC Hotline.

PTAC Service Process



We partner with Room One Solutions as our service provider. Room One Solutions is a nationally recognized leader in PTAC installation and maintenance, and is known for their expertise and efficiency.

Adoption Options

Power Your projects With Choice:
As a Service, Lease, or Capital Purchase.

WoodSpring Suites: Fort Wayne			
	Service	Lease	Purchase
Included Components			
New AirGuard PTAC Units (Rooms)	125	125	125
Reserve AirGuard PTAC Units with Pallet Rack	2	0	0
Verdant Thermostat Units	125	125	125
pureAir 750 Wall Mount Units	125	125	125
Installation Cost	Y	Y	Y
Ongoing Maintenance Cost	Y	N	N
Cell Replacements (Every 2 Years)	Y	N	N
PTAC Cleaning (Every 2 Years)	Y	N	N
Financials			
Initial Capital Expense	\$0	\$0	\$259,202
Projected Utility Rebates	N/A	\$78,392	\$78,392
Net Cost After Rebates	N/A	\$180,809	\$180,809
Term	84 months	84 months	N/A
Per Month Cost	\$3,684	\$3,293	N/A
Monthly Electric Savings	\$2,009	\$2,009	\$2,009
Monthly Maintenance Savings	\$1,332	\$0	\$0
10 Year Maintenance Expense (\$650/m)	\$0	(\$78,000)	(\$78,000)
Change in Current Monthly Cash Flow	(\$343)	(\$1,345)	N/A
10 Year Net Savings	\$54,891	(\$102,174)	(\$6,239)

WoodSpring Suites: Andrews AFB			
	Service	Lease	Purchase
Included Components			
New AirGuard PTAC Units (Rooms)	125	125	125
Reserve AirGuard PTAC Units with Pallet Rack	2	0	0
Verdant Thermostat Units	125	125	125
pureAir 750 Wall Mount Units	125	125	125
Installation Cost	Y	Y	Y
Ongoing Maintenance Cost	Y	N	N
Cell Replacements (Every 2 Years)	Y	N	N
PTAC Cleaning (Every 2 Years)	Y	N	N
Labor Provided	Y	N	N
Financials			
Initial Capital Expense	\$0	\$0	\$253,283
Projected Utility Rebates	N/A	\$77,105	\$77,105
Net Cost After Rebates	N/A	\$176,178	\$176,178
Term	84 months	84 months	N/A
Per Month Cost	\$3,600	\$3,222	N/A
Monthly Electric Savings	\$2,352	\$2,352	\$2,352
Monthly Maintenance Savings	\$1,332	\$0	\$0
10 Year Maintenance Expense (\$650/m)	\$0	(\$78,000)	(\$78,000)
Change in Current Monthly Cash Flow	\$84	\$1,213	N/A
10 Year Net Savings	\$105,072	(\$96,164)	(\$1,698)

Conclusion

By adopting a new standard, WoodSpring Suites gains strategic advantages and added benefits, fueling a stronger brand, increased profitability, and a higher market capitalization.

Strategic Advantages

Higher Average Daily Rate (ADR)

- Higher revenue per room
- Reduced room out of service time

Enhanced Guest Experience

- Higher Likelihood to Return (LTR)
- Higher occupancy rates
- Increased guest loyalty

Higher Competitive Edge for WoodSpring

- Enhance the brand's financial performance
- Bolster market capitalization to showcase the hotel's value and signal strong potential for future growth

Value Added Benefits

Opportunity Cost of Money

- Maximize investment potential through capital-free hotel upgrades
- Fuel operational agility and future financial opportunities.

Cost Avoidance

- Reduced labor costs for service and maintenance
- Labor savings allows hotel staff to focus on other operational aspects, resulting in better guest experience

Reduced Carbon Footprint

- Enable greater adaptability and sustainability
- Curb potential penalties

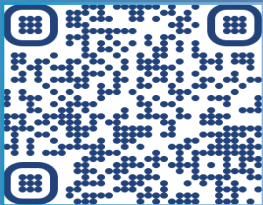
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or scan the QR code



**"Elevate your Stay:
Pioneering Hospitality's
New Standard with
WoodSpring Suites"**



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