

The Integration of Performance and Voice; SmartCon and Volara Align



December 19, 2017 - East Hartford, CT. – SmartCon Solutions, based in East Hartford, CT., has partnered with Volara, the market leader in voice-based solutions for the hospitality industry. Volara, headquartered in New York City, offers voice-based software that functions through in-room "smart speakers" like the Amazon Echo, Google Home and Alibaba Genie, and is designed to integrate with existing and future hotel technologies. SmartCon's accomplishments in multiple hotel software integrations make this alliance a natural and powerful industry union.

Volara's software enables hotels to engage their guests over the new interactive voice medium and route those interactions to existing hotel technologies – whether they turn on the lights, schedule a housekeeper, or alert the valet. Volara provides a frictionless and fun way for guests to get the information and services they require when visiting a hotel. While providing a remarkable guest experience, Volara's software also has a demonstrable impact on the property's bottom line – driving more efficient guest service and influence guest behavior during the stay. Measurable benefits can be realized when Volara provides a voice-interface to existing hotel technologies, whether in room controls or workforce management solutions. In addition, Volara captures never before available data about what guests want and when they want it that can be used to improve guest services decision making.

"Volara's partnership with SmartCon Solutions brings to market a full service and fully integrated voice-interface for hotels. Leading hotels that work with SmartCon Solutions appreciate their end-to-end service that ensures their technology is always optimized," said David Berger, CEO of Volara. "We are excited to create truly unique and custom voice-based experiences for hotels in collaboration with SmartCon Solutions."

As independent energy management integrators, SmartCon specializes in the installation, commissioning and service of Property Management Systems, including multiple 3rd party software integrations. The SmartCon team, experienced in hospitality energy and amenity applications, is committed to providing an end-to-end managed solution from installation to service of the Volara voice-based software. SmartCon works in unison with Property Management, Information Technology and Design departments to ensure a seamless implementation.

"As SmartCon continues to expand its end to end solutions and services, partnering with Volara is a natural fit. This allows

us the ability to provide our customers the latest innovative guest facing technology while meeting our two primary objectives; elevating the guest experience and optimizing the operability of the hotel" said Thomas Mirante Principal of SmartCon Solutions. "We truly believe that Voice is the next movement in hospitality, as it is dynamic and intuitive, and provides an experience like no other guest facing technology on the market. We are elated to partner with a world class industry leader such as Volara, as we continue to provide the end to end services we are known for."



SmartCon, providing energy management and guest amenity solutions, is currently partnered with The Ritz-Carlton, Boston; The Delamar, Hartford; The Boston Marriott Cambridge; The Kimpton-Everly Hotel, Hollywood; The Intercontinental, Boston; The Hilton Curio, Washington DC; and The Mohegan Sun Hotel Towers in Connecticut. SmartCon Solutions is an approved integrations vendor for owners groups and brands such as KHP Capital Partners, Marriott, The Intercontinental Hotel Group (IHG) as well as other industry leaders.

The SmartCon mission is to always remain balanced and unbiased to the solutions we represent. Visit our website at: <http://www.smartconsolutions.com>.



Volara's voice-hub for the hospitality industry is currently deployed at leading hotels including the Westin Buffalo, Hotel EMC2 by Marriott in Chicago, Alexis Hotel by Kimpton in Seattle, Best Western Hawthorne Terrace in Chicago, The Time Nyack Hotel, Playa Largo by Marriott Autograph Collection, Acme Hotel in Chicago, Wafarer in Santa Barbara, and Inn at the Pier in Santa Barbara. To learn more about Volara, please contact SmartCon Solutions.

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