



EarthBend Hospitality Solutions

Market-leading vendor technologies for the hospitality sector

Innovation enables greater convenience and satisfaction. This holds especially true for the hospitality industry, where rapid technology advancements and the evolving expectations of hotel guests have become intrinsically linked. Now more than ever, hospitality businesses are upgrading their technology infrastructures to better accommodate the changing demands of customers. The revenue opportunities for resellers are ample, but selecting the right distribution partner is critical to achieving success.

How EarthBend Distribution Can Help

EarthBend offers an expansive technology solution portfolio, nationally competitive pricing and friendly, reliable value-added services and support from its expert staff. EarthBend understands the unique challenges facing the hospitality industry, and delivers a complete range of innovative products from market-leading vendors to help hotels enhance guest service, improve staff efficiency, increase revenues and reduce costs.

EarthBend has partnered with key vendors to deliver cutting-edge hospitality solutions across a broad array of technology categories, including:

- **Call Accounting:** Hospitality call accounting systems can automatically post call records to property management systems, allowing properties to track phone calls, bill guests for phone usage, reduce telecommunication costs and increase guest satisfaction.
- **Cordless/Wireless Communications:** Wireless communications solutions can provide hotel personnel with fast reliable communications that improve mobility and guest service.
- **Firewalls:** Most hospitality organizations have deployed Wi-Fi, but it is critically important to ensure a secure and reliable Internet connection for all users. Installing and properly maintaining a firewall network security system can help protect hotels and their guests from malicious intruders and attacks.
- **Hospitality Phones:** The hospitality industry has unique needs when it comes to telephones. Contemporary and classic phone styles can complement a range of interiors, while innovative, user-friendly features and technologies accommodate a variety of business models, property needs and other special requirements.



- **Interactive Voice Response:** Interactive Voice Response (IVR) is an automated telephony system that interacts with callers, gathers information and routes calls to the appropriate recipient. When deployed in a hospitality environment, these solutions can provide wake up call service, concierge services, reservation support and much more.
- **Internet/Bandwidth Management:** Internet access and bandwidth management solutions allow hotels to control the amount of bandwidth available to guests. Used effectively, these solutions ensure that each user receives a fair share of bandwidth, leading to an improved guest experience.
- **Wired and Wireless Networks:** In today's world, hotel guests regularly use video and web conferencing tools, streaming video and music applications, VoIP devices and e-mail. Delivering a premium wireless service experience requires a high performance network, ease of access, reliability and performance consistency. It is important that organizations maintain the highest industry standards necessary for deploying a network in the hospitality market.
- **Video Surveillance:** Ensuring guest safety and protecting properties against loss are crucial concerns for the hospitality industry. Deployment of a video surveillance system can improve hotel guest and staff safety, prevent theft and vandalism, deter employee dishonesty and reduce overall business liability risk.

EarthBend is proud to offer these leading vendor solutions. Please visit earthbenddistribution.com/line-card to view our complete portfolio.



AEI creates innovative products that integrate the latest technological advancements to satisfy the growing and changing needs of the hospitality industry. AEI phones are compatible with existing analog and IP hotel communications infrastructures and all popular PBX systems, and feature unified designs to ensure the same family look.



Cetis is a global leader in the design, engineering, manufacturing and support of analog and VoIP corded, cordless, and VoIP cordless touchscreen hotel phones. Cetis telephones, which include the Teledex, TeleMatrix and Scitec brands, are preferred or approved by all major hotel brands worldwide.



Designed by technology executives serving the hospitality industry, the CirrusWorks Governor uses mathematical algorithms to automatically adjust bandwidth utilization based on user demand in real time. Since the Governor adjusts bandwidth dynamically, regardless of what users are doing, it is extremely effective in the hotel guest environment.



Clear2there is a full-service developer of feature-rich video surveillance and access control technologies. Clear2there is leading the market with its cutting-edge cameras engineered for long-term durability and performance and innovative access control solutions that deliver reliable and easy-to-use security protection.



SonicWALL firewall solutions deliver security with greater effectiveness, performance and scalability than competitors — and at a lower cost of ownership. They're unmatched at preventing intrusions, blocking malware and controlling applications for 100 percent of network traffic.



The hospitality industry needs an efficient means of telephone cost recovery and an easy method to generate revenue. Hansen Software's CASH+ Call Accounting can be used to cost guest calls and then immediately post the corresponding charges to a hotel's Property Management System. And, the Hansen CASH+ Call Accounting software is included free with the purchase of CASH+ Call Recording.



Hospitality companies need an agile unified wired and wireless infrastructure that will help them create an immersive customer experience and differentiate their business. HP Networking delivers the high-bandwidth, reliable wireless access that today's guests expect. Fast installation and simplified management minimize guest disruption and lower TCO.



Metropolis Technologies' ProfitWatch Call Accounting is an extremely user-friendly call accounting solution designed to meet the needs of the hospitality market. Offering seamless interface with almost any PBX and PMS model, ProfitWatch offers hotels, motels, casinos, resorts, spas and cruise lines a powerful, simple solution to manage all their calls and much more.



High demands for guest Internet access exist in virtually every hotel, and Nomadix is dedicated to researching, streamlining and updating seamless solutions for the hospitality industry. With a range of usage and payment options, guests and owners benefit from Nomadix's high-speed Internet access (HSIA) capabilities.



Phybridge is the leader in PoLRE (Power Over Long Reach Ethernet) switch technology. Phybridge was the first company to introduce switch technology that delivers Ethernet and PoE over a single pair of wire with four times the reach of traditional switches. Phybridge long reach Ethernet switches are the standard against which others are measured.



RTI Media's T&T Wakeup (Time & Temperature Wakeup) allows hotels to place a "Weather Forecast" speed dial button on guest room phones, delivering the time, temperature, weather forecast and a brief promotional announcement for the hotel. T&T Wakeup is also a wakeup call announcer, providing audio weather content that complies with major hotel brand guidelines.



Wireless systems are an alternative to using expensive cellular phones, enabling hospitality organizations to offer a higher level of customer service much more efficiently. Spectralink has deployed over 3 million purpose-built handset devices to customers around the world, enabling millions of workers to work smarter, with more efficient and reliable in-building communications.



Voice4net develops custom interactive telecommunications solutions for customers in the hospitality sector and across a wide range of other industries. The company specializes in creating software tools that integrate telephony and database systems, including user-friendly interactive voice response systems.



The VTech hospitality division leverages more than 20 years of experience and expertise in telephony to develop an award-winning portfolio of innovative communications technologies. VTech's analog and SIP phones offer contemporary designs and classic styles, delivering customized and reliable communications for hotels, resorts and conference centers.



Wavespot combines the ubiquity of Wi-Fi with the viral nature of social media to help hotels monetize their networks while actively engaging with customers. Their location marketing routers automatically acquire new business via real-time socially shareable promotions and nourish loyal customers through intelligent email marketing automation.

