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2nd Annual Hotel Build India 2014

Establishing emerging, innovative and cost-effective construction, architecture and design techniques that will propel the build of hotels across all segments to commercial success

Event dates: 6th - 7th March 2014,

Venue, City & Country: The Westin Gurgaon, New Delhi, India

One of its kind Awards for Hotel Build, Architecture & Design
on Day one of the Conference!



What is different about 2nd Annual Hotel Build India 2014?

- Special focus on the emerging budget, economy and mid-market hotel trends and their build in India
- Dedicated sessions on project financing and ensuring commercial viability for your hotels
- A unique forum to have in-depth discussions on architecture, design and cost-effective precast and prefabricated aspects of hotel build in India
- Exclusive CEO panel of leading hoteliers, developers, architects and designers across the globe
- Dedicated sessions to address the latest and emerging technologies from leading solution providers from across the globe
- Customized speed networking session tailor made to enhance your business interests
- Hear from the hospitality industry's best architects and designers on key solutions to your major challenges in hotel architecture and design

Conceptualized & Organized by:



For further details, log on to
www.hotelbuildindia.com

Glimpses from our inaugural event held last year



Confirmed Speakers :

- **Param Kannampilly**,
Chairman and Managing Director,
Concept Hospitality
- **Ajay Bakaya**,
Executive Director, Sarovar Hotels
- **Naveen Jain**,
President, Duet Hotels
- **Ritu Bhatia Kler**,
Managing Director, Total Integrated Design
(TID) India
- **Deepak Uppal**,
Executive Director, Vatika Hotels
- **Sanjeev Kumar Jain**,
Regional Vice President, Technical and Projects,
Premier Inn South Asia
- **Babul Ganguly**,
Chief Operating Officer-Projects, Duet India Hotels

Some of the invited speakers include :

- **Rajiv Kaul**,
President, Leela Palaces, Hotels and Resorts
- **Dilip Puri**,
Managing Director, India & Regional Vice
President, South Asia, Starwood Asia Pacific
Hotels & Resorts
- **Kapil Chopra**,
President, The Oberoi Group
- **Rajeev Menon**,
Area Vice President, Marriott Hotels
- **Aly Shariff**,
Managing Director, Premier Inn India & Senior
Vice President, Operations, South Asia & Asia
Pacific, Premier Inn
- **Satyen Jain**,
Chief Executive Officer, Pride Hotels
- **Sanjay Sethi**,
Managing Director and Chief Executive Officer,
Berggruen Hotels
- **Rajesh Punjabi**,
Vice President, Development- India,
Hilton Worldwide
- **Homi Aibara**,
Partner, Mahajan and Aibara
- **Rajiv Puri**,
Vice President, Architecture, Design and
Construction, Marriott International
- **Senior Representative**,
FHRAI
- **Senior Representative**,
Tune Hotels
- **Senior Representative**,
Absolute Hotels
- **Deepak Mowar**,
Executive Director, Parsvnath Hotels
- **Niranjan Khatri**,
General Manager, Welcome environmental
initiatives, ITC Hotels
- **Rishi Kapoor**,
Vice President, Development, MGM
Hospitality India
- **Carlyle Pereira**,
General Manager, Technical Services, Indian
Hotels Company
- **Manoj Nandkeolkar**,
General Manager, Development, Country Inn
and Suites
- **Amitabh Tyagi**,
Regional Director, Design and Technical Services,
Starwood Asia Pacific Hotels and Resorts

After the huge success of our Hotel Build India 2013 conference, Hotelier India is glad to bring out its second edition on **Hotel Build India 2014** to be held on **6 - 7 March 2014 in New Delhi**.

India's hotel pipeline is thought to be the second largest in the Asia Pacific region, and the Indian hospitality sector is expected to grow at a rate of 8.8% per annum, making India the second fastest growing tourism market in the world.

There is a yawning gap in the demand supply of rooms in India, and more so on the budget, midmarket and economy hotels. Precisely for the same reason, several developers and both domestic and international hotel operators are setting up hotels in India, but at the same time building cost-effective hotel with minimal time and less labor remains the prime challenge for all stakeholders in the industry.

Primarily for the same reason, we at **hotelier india** are coming up with **2nd Annual Hotel Build India 2014**, a strategic two day forum to be held on **6 - 7 March 2014 in Gurgaon**, India that aims to bring together the leading hoteliers, developers, architects, designers amongst others across the globe.

Riding on the success of our previous events across hotelier india, we have created an up-to date agenda that will address all your critical challenges in hospitality sector.

Don't miss this **exciting opportunity to question the crème de la crème of the hospitality industry, learn from the industry experts** and update on technological and construction advancements. Mark the dates for 2nd Annual Hotel Build India 2014 in your diary today and make sure you position your organization at the cutting-edge of the hospitality industry.

9 Great Reasons to Attend

- 1. Exclusive hotel build forum in India** – an exclusive forum tailored to meet the challenges of cost-effective hotel build across all categories in India
- 2. Focus on Budget, Economy and Mid-market segment** – Special focus on these categories of hotel build and ensuring ways to enhance the commercial viability and speedy build of these hotels
- 3. Latest architectural and design trends** – hear from domestic and international best experts on sustainable architecture and design trends across the globe
- 4. Precast in hotel build** – enlightening discussion on practical implementation of precast in hotels that will bring down your cost and time of your hotel build and also save labor costs
- 5. CEO round table** – listen and question the crème de la crème of hospitality industry across the globe and get solutions to the critical challenges in your hotels
- 6. Financing models** – hear from leading financial experts on innovative funding models for your hotel build
- 7. Technological innovations** – unraveling innovative and cost-effective solutions provided by leading suppliers to the hotels from across the globe
- 8. Green Hotels** – emphasis on the commercial viability of Green Hotels in India
- 9. Business focused and speed networking** – meet over 150+ leading industry players across the hospitality spectrum along with a customized speed networking session that promises to propel your business interests

Who Should Attend?

This conference has been designed specifically for CEOs, CMDs, MDs, VPs, Directors, General Managers, Project Heads, from:

- Hotel developers
- Hotel operators
- Architecture and interior design firms
- Structural engineers and Consultants
- Spas and resorts

Who Should Sponsor?

- Lighting suppliers
- Building materials and interior suppliers
- Bathroom and bedroom fixture manufacturers
- Technology vendors
- Security solution providers
- Any other solution provider to hotels, spas and resorts

If you are looking to showcase your products and solutions to the key decision and policy makers in the hospitality sector, then partner with us! More than **150+ senior hospitality professionals across the globe** will share their thought leadership and proposed initiatives to the participating audience. **Book your slot today!**

Testimonial from Hotel Build India 2013

"Thanks to you all...questions kept coming so the audience was engaged. Well done!"

– Philip Logan, Vice President - Formule1 India, Director, Economy Hotels India, Accor Asia Pacific

"Many thanks for including me in the Hotel build conference. It was enriching, discussions were stimulating and fruitful. I am delighted to have participated in the event"

- Deepak Uppal, Executive Director, Vatika Hotels

"All I can say is that I thoroughly enjoyed the session and it was great to meet people from all parts of hospitality industry under one roof, some of whom have been good friends since years."

- Amitabh Tyagi, Director – Design and Technical Services, South Asia, Starwood Asia Pacific Hotels and Resorts

Conference Day One – Thursday 6 March 2014

08:30 Registration and refreshments

09:00 Welcome address by Hotelier India

09:10 Opening remarks from the chair

Emerging trends in hotel design

09:25 Identifying the emerging hotel build, architecture and design trends in the rapidly changing hotel industry across India

- Understanding global architecture and design trends and establishing new directions and inspirations for the Indian hotel segment
- Evaluating the different cost-effective methodologies of hotel build in India across luxury, mid-market, budget hotels amongst others
- Focusing on the specific design requirements of the hotel segment such as: spa, pool, F&B areas, bathrooms, bedrooms across all hotel categories
- Incorporating green elements to future-proof your hotel design and drive down operational costs
- Establishing the key construction and design criteria that hotel operators look for and interworking effectively with architects and interior designers to achieve these

Regulations and Policies

10:00 Understanding the latest Government initiatives around infrastructure funding, key Government approvals amongst others that will enable the rapid build of your hotels

- Analyzing the latest Government initiatives on infrastructure funding for hotels
- Mapping out the current and evolving incentives and support offered to both domestic and international hotel developers and operators
- Examining the infrastructure developments required to facilitate wider build-out of hotels across the country
- Identifying ways to simplify the land acquisition process and working towards a single window clearance, thereby speeding up the ROI and hotel build process
- Evaluating government incentives available to attract domestic and international investors and determining how these need to evolve to further stimulate the sector

10:35 Morning refreshments and networking

Project Costs

11:05 Working around challenges to reduce the overall project costs for your hotel build

CEO Talk

11:40 CEO Panel Discussion: Effective interworking with all the key stakeholders like operators, developers, architects, designers amongst others that will aid rapid, cost-effective and sustainable hotel build

- Understanding key drivers from all stakeholders to enter into the hotel build

- Analysing trends in management contracts between the hotel operator and property developer
- Working around challenges surrounding land acquisition, several licences, structural design challenges with operators, architects, interior designers, developers amongst others
- Evaluating several options on using imported or indigenously produced furnitures and fixtures to be used in your hotels
- Identifying the optimal supplier across several categories and negotiating to get the maximum ROI and at the same time getting best product and services for your hotels

Lighting Solutions

12:25 Identifying the futuristic, energy saving and sustainable lighting solutions that will have a direct impact on the bottomlines for your hotel

- Identifying the latest technological innovations in lighting elements that are not only cost-effective but also add to the aesthetics of your hotel
- Examining the energy saving element in lighting fixtures that will have a direct impact of your hotel profitability
- Effective utilisation of timers and motion sensors to reduce excessive lighting and high power usage
- Understanding the several lighting solutions that are best suited for luxury, budget, boutique, mid-market amongst other categories of hotels
- Effectively using several lighting fixtures for maximum aesthetic and ergonomic appeal

Supplier presentation

13:00 Lunch and networking

Budget Hotel Build in India

14:00 Commercializing Budget Hotel build in India – a property developer's perspective

- Making effective use of limited FSI and striking the balance between space optimisation, guest comfort and affordability
- Effective interworking with domestic and international hotel operators to enable the rapid build out of hotels in India
- Making the most of limited space for essential features such as food and beverage (F&B) areas and parking space
- Making effective use of low-cost high-value materials for hotel build and design
- Effective energy modeling techniques using building information modeling
- Understanding the critical factors when selecting a project team to deliver innovative architecture and designs for hotels, on time and to budget

Futuristic technology

14:35 Examining the emerging and futuristic technological advancements that will be cost-effective and sustainable in the long run for your hotels

Supplier presentation

15:10 **Speed networking:** Benefit from this unique opportunity to meet all the key industry players in quick succession and develop long-term business relationships – don't forget your business cards!

15:40 Afternoon refreshment and networking

Project Financing

16:20 Evaluating various sources of funding aimed to propel the speedy build of hotels in India across categories

Development cost per key

16:50 Panel Discussion: Working around innovative techniques in your hotel build to minimise the per key development cost

- Effective inter-working with architects, interior designers from the conception stage to ensure optimal per key development cost

- Use of pre-fabricated elements in your hotel build that will reduce the cost of development and build
- Working around speedy hotel construction and build techniques that will ensure reduction in delays and thereby minimise per key development cost
- Leveraging critical learnings from domestic and international experts on ways to effectively minimise per key development cost and implementing the same in India

17:35 Closing remarks from the chair

17:45 End of conference day one

Testimonial from Hotel Build India 2013:

"Thank you, Hotelier India for the courtesies extended when I attended the Hotel Build India 2013. Smaller forums like these bring the industry and its stakeholders together for a far better interaction than a mass movement. The main focus is to get the right people together and get them to interact which I thought your team successfully achieved"

- Partha Chatterjee, Founding Director and Advisor to the Board, Keys Hotels and Resorts

"I am glad that you are trying to raise the bar of the hotel industry. The questions that were asked by many new participants on eco issues is little alarming, just goes to show the great need to enhance eco literacy"

- Niranjan Khatri, General Manager, Welcome environmental initiatives, ITC Hotels

"I enjoyed the event and wanted to thank you for inviting me and the hospitality you provided. The event was informative with a good selection of attendees and I'm enthused by the optimism of the Indian market"

- Stephen Albert, Vice president, WATG

"It was indeed, a pleasure to have participation in such type of events and the hospitality organized by you. It will definitely give a good boost up to our infrastructure division and we look forward to participate in similar type of event in near future with larger scale of our presence"

- Sanjay Modi, Chief Executive Officer, Interarch Infrastructure

"The Conference was a good platform to share our Experience to improve the quality of Future Hotels."

- Carlyle Pereira, General Manager – Technical Services, Indian Hotels Company Limited

Conference Day Two – Friday 7 March 2014

08:30 Registration and refreshments

09:00 Opening remarks from the chair

Space planning

09:10 Leveraging innovative architectural techniques in maximizing space planning to effectively plan your hotel room grid

- Effectively planning the optimal room grid in your hotel that will maximize the space utilized and ensure optimal per key development cost
- Scanning the global hotel design arena for new inspiration and fusion approaches to designing Indian hotels
- Identifying and prioritising the demands of Indian hotel operators and developers across all categories and incorporating these elegantly into the overall build, architecture and design
- Overcoming the challenges of designing for challenging topographies and terrains for hotels, resorts and spas
- Leveraging advanced building information modeling tools and technologies for clash detection
- Innovative use of construction materials such as stainless steel for cost-effective and aesthetically pleasing designs
- Balancing aesthetics with space optimisation and cost-efficiency

Budget & Economy Hotels- Domestic Case Study

09:45 Unraveling innovative techniques in speedy hotel build that will propel your hotel build across the budget and economy categories to commercial success

- Identifying and implementing the latest construction and architectural techniques that are not only innovative but also cost-effective
- Pinpointing micro-market opportunities that will greatly enhance your leisure hotel offering and enable a more rapid return on investment
- Identifying the key project management expertise and skills required to adhere to strict project timelines and stringently manage costs
- Evaluating and utilising the most cost-effective and highest quality materials to ensure cost-quality optimisation in your hotel projects

10:20 Morning refreshments and networking

Green Hotels

10:50 Hot debate: How Going Green is commercially viable for your hotel brands?

- Underpinning the most critical green design elements to consider when adopting a green hotel architecture
- Learnings from best domestic and international experts on practical implementation of green architecture and design in your hotels
- Pushing the boundaries of energy and water conservation to drive cost-efficiency and effective resource utilisation
- Adopting value engineering approaches to ensure you place 'green' at the heart of your hotel design

- Identifying innovative sources of green building materials to transform your green hotel design
- Navigating around smart through building information modeling software to ensure precise and accurate parameters for your green design

Precast in Hotels

11:35 Analyzing the emerging trends of utilizing precast construction technique to enable faster build of hotels in India

- Understanding the practical implementation of prefabricated hotel build and leveraging lessons from these
- Identifying the latest technologies and techniques used for the cost-effective prefabricated construction of hotels
- Identifying building materials that are not only durable but also cost-effective and aid in the effective prefabricated hotel build
- Examining how scaling-up of hotel projects can be achieved and implementing this in India to meet the rising demand for hotels

Innovative bathroom designs

12:10 Zeroing in on innovative and contemporary bathroom designs that will be not only be sustainable and economical but also add immense aesthetic appeal to your hotel rooms

- Analysing the impact of effective bathroom design on guest satisfaction and loyalty
- Implementing the latest bathroom designs and techniques that is not only cost-effective but also will add to the aesthetic appeal of your hotels
- Applying advanced space utilisation techniques to make best use of available bathroom space
- Optimal integration of fixtures and fittings to maximise comfort and usability
- Leveraging BIM for clash detection techniques and effective long range planning of plumbing and wiring
- Ensuring effective lighting techniques to enhance bathroom designs at low costs

Supplier presentation

12:50 Lunch and networking

Resorts and Spas

14:00 Making the business case for emerging techniques in architecture and design that will propel the sustainable build of your spas and resorts

- Identifying and adopting key strategies designed to incorporate emerging techniques in architecture and design in your resorts and spas
- Translating the benefits of 'going green' through cost-effective techniques designed to enhance your 'triple bottom-line'
- Incorporating best practices in build and design of spas and resorts to save water and electricity
- Adopting best practices from successful international resort operators on eco-tourism and benefits of 'going green'

HVAC aspects

14:25 Implementing effective Heating, Ventilation and Airconditioning (HVAC) techniques in your hotel that will require less maintenance and thereby sustainable over the long run

- Effectively implementing strategies to reduce the cost and power consumption of your HVAC units
- Analysing the benefits of implementing waste heat recovery designed to reuse power for your hotels
- Effective implementation of efficient Air handling units (AHU) in your hotels
- Evaluating the use of smart energy efficient pumps and motors to reduce costs

Supplier presentation

15:00 Afternoon refreshment and networking

Alternate source of energy

15:30 Panel Discussion: Evaluating the actual cost savings in the overall operating cost of your hotel through the use of renewable energy, waste management, water harvesting techniques amongst others

- Understanding how to overcome the complexities of setting up renewable energy power plants in hotels
- Navigating the complexities of setting up wind mills and solar panels in hotels to ensure clean and green energy that is also cost-effective in the long run

- Establishing biomass gasification plants within your hotel complex to boost your waste management strategies
- Evaluating the various methods of water conservation: rain water harvesting and water recycling
- Integrating an effective water management system within your core hotel design
- Understanding the lessons learnt from established industry leaders on how to 'go green' and manage your net margin

Mixed use property

16:15 Evaluating the mixed use property concept that will not only drive revenues but also increase the number of guests for your hotels

- Determining the commercial viability of mixed use properties with hotels
- Working around the challenges surrounding the revenue model for such hotels and tie ups that are mutually significant to both hotels and other existing properties
- Examining the various architectural and design techniques for hotels in mixed use properties

16:50 Closing remarks from the chair

17:00 End of conference day two

Testimonial from Hotel Build India 2013:

"Please accept my congratulations for a well organised event. The interaction with exhibitors was resourceful"

- Manoj Nandkeolyar, General Manager, Development, Country Inn and Suites

"Thanks for the invite to speak . I enjoyed the experience ! I am impressed by the well –organised seminar and the timely execution of the sessions. The topics and knowledge of the speakers/panelists overall added value to the 2 days. It was also good to meet the suppliers of related products and I will be in touch with them further. My favourite was the "speed – networking" which was a fun way to do business !"

- Ritu Bhatia Kler, Managing Director, Total Integrated Design (TID) India

Events Calendar 2014



- 3rd Annual Metro Rail India 2014, 18 & 19 February, Westin Sohna Resort & Spa
- 4th Architect & Interiors India Awards *Aces of Space*, Design Awards 2014, March
- 2nd Annual Hotel Build India 2014, 6 & 7 March Gurgaon, Westin
- 4th Annual GRC Summit India 2014, 20 & 21 March, Mumbai
- Packaging Summit 2014, Mumbai, 24 & 25 April, Mumbai
- 2 Annual Smart Healthcare Summit India 2014, 29 & 30 May, Bangalore
- 3rd Annual iGEN Design Forum 2014, 26 & 27 June, Mumbai
- 4th Construction Week India Awards 2014, September
- 6 Hotelier Awards 2014, December, Delhi
- 3 Annual Manufacturing Today Awards 2014, September

Delegate Registration Details:

Delegate Contact Details - Please photocopy for additional bookings

Title: _____

First Name: _____ Surname: _____

Company Name: _____ Job Title: _____ Department: _____

Address: _____

Tel: _____ Fax: _____ Email: _____

Signature: _____ Line Manager: _____ Job Title: _____

Secretary/PA/Assistant: _____



ORGANISATION'S MAIN AREA OF BUSINESS

1. Please indicate your primary job function? (Please tick one box only)

<input type="checkbox"/> CEO / Managing Director	<input type="checkbox"/> Interior Designer	<input type="checkbox"/> Facilities/ back of House
<input type="checkbox"/> Director / Vice President	<input type="checkbox"/> FF&E Specifier	<input type="checkbox"/> Finance
<input type="checkbox"/> Owner/Partner/Operator	<input type="checkbox"/> Purchasing/Procurement	<input type="checkbox"/> Consultant
<input type="checkbox"/> Director/Associate	<input type="checkbox"/> General Manager	<input type="checkbox"/> Sales/Marketing/PR
<input type="checkbox"/> Architect	<input type="checkbox"/> Operations	<input type="checkbox"/> Other (please specify)...

2. Please indicate your company's primary activity? (Please tick one box only)

<input type="checkbox"/> Independent Hotel	<input type="checkbox"/> FF&E Company	<input type="checkbox"/> Consultancy
<input type="checkbox"/> Branded/Corporate Hotel	<input type="checkbox"/> Manufacturer & Supplier	<input type="checkbox"/> Marketing/PR
<input type="checkbox"/> Hotel Group Head Office	<input type="checkbox"/> Distributor/ Retailer	<input type="checkbox"/> Trade/Industry Association
<input type="checkbox"/> Leisure/Spa/Health	<input type="checkbox"/> Installer	<input type="checkbox"/> Education – Hotel Industry
<input type="checkbox"/> Interior Design Company	<input type="checkbox"/> Property/Finance/Investor	<input type="checkbox"/> Other (please specify)...
<input type="checkbox"/> Architectural Practice	<input type="checkbox"/> Property/Hotel Developer	
<input type="checkbox"/> Bar/Restaurant	<input type="checkbox"/> Building/Main Contractor	

3. Please indicate your primary areas of product interest? (Please tick ALL that apply)

<input type="checkbox"/> Furniture	<input type="checkbox"/> Artwork & Photography	<input type="checkbox"/> Beds and Bedding
<input type="checkbox"/> Bathrooms	<input type="checkbox"/> Surfacing Technologies	<input type="checkbox"/> Bathroom Amenities
<input type="checkbox"/> Fabric & Wallcoverings	<input type="checkbox"/> Building & Construction Materials	<input type="checkbox"/> Architectural Detail
<input type="checkbox"/> Flooring	<input type="checkbox"/> Entertainment Systems	<input type="checkbox"/> Bar Fixtures & Fittings
<input type="checkbox"/> Lighting	<input type="checkbox"/> Technology Solutions	<input type="checkbox"/> Other (please specify)...

CONFERENCE PRICES

Hotel operators, Property developers, Architects, Interior designers, structural engineers and consultants, project management consultants

Package	Delegate	Early Early Bird! Book and pay before 4th January 2014	Early Bird! Book and pay before 7th February 2014	Standard Rate
2-Day Conference	Indian	INR 15000	INR 20000	INR 25000
	International	USD 419	USD 519	USD 619

All solution providers including lighting, security, bathroom & bedroom fixtures, furnishings, electrical and electronic equipments amongst others

Package	Delegate	Very Early Bird! Book and Pay before 13 December 2013	Early Early Bird! Book and pay before Friday 17 January 2014	Early Bird! Book and pay before Friday 14 February 2014	Standard Rate
2-Day Conference	Indian	INR 15,000	INR 20,000	INR 25,000	INR 30,000
	International	USD 628	USD 837	USD 937	USD 1,037

*A service tax of 12.36% applies to all bookings

**To attend as a delegate
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