

Cordis Shanghai Hongqiao

Delivering a converged solution to a new upscale hotel

"We were initially looking for separate data and voice solutions but were impressed with the benefits of the converged ALE solution. None of our other vendors could offer us such a simple, effective and economical option."

Ben Liang
IT Manager

MARKET: HOSPITALITY

DEAL IMPLEMENTED: OCTOBER 2016

REGION: CHINA

NUMBER OF USERS: 1000+

COMPANY:

CORDIS SHANGHAI HONGQIAO



The Cordis Shanghai Hongqiao is a modern and engaging hotel in the center of Shanghai's commercial hub. The 396-room hotel is part of the Langham Hospitality Group's upscale Cordis Hotels and Resorts brand (Cordis). It is the first Cordis hotel to open in mainland China.

CHALLENGES

Cordis Shanghai Hongqiao needed to improve its site since it had originally been built for a different type of hotel. To meet its high design standards, the hotel undertook an important redesign project that included cabling, data and voice.

The hotel was looking for a cost-effective solution that could quickly be deployed to meet the ambitious grand opening timeline. The data and voice networks had to be high performing to match the excellence standards of the Cordis brand.

PRODUCTS AND SERVICES

Alcatel-Lucent OmniSwitch® 6900 Stackable LAN Switch
Alcatel-Lucent OmniSwitch 6450 Stackable Gigabit Ethernet LAN Switch
Alcatel-Lucent OmniAccess® 4450 WLAN Controller
Alcatel-Lucent OmniAccess AP205 WLAN Access Point
Alcatel-Lucent OmniAccess AP215 WLAN Access Point
Alcatel-Lucent OmniAccess AP275 WLAN Access Point
Alcatel-Lucent OmniPCX® Enterprise Communication Server
Alcatel-Lucent 8039 Premium DeskPhone
Alcatel-Lucent 4019 Digital Phone
Alcatel-Lucent 4059 Extended Edition Attendant Console

WHAT MADE THE DIFFERENCE?

ALE's proposed converged solution, which integrated both data and voice, was financially advantageous for Cordis Hotel.

ALE's business partner, Shanghai Xundi Science & Tec. Dev., offered highly professional services at each stage of the process, from bidding up to implementation.

Benefits

> TECHNICAL

The new infrastructure lets applications run smoothly on the network and enables the IT team to spend less time handling configuration tasks.

Services can be quickly deployed thanks to the solution's simple management of voice and data.

The dependable WLAN solution supports communications throughout the hotel.

Having WiFi and LAN switches from one vendor offers simplified one-stop-shop maintenance.

> FINANCIAL

Voice and data was deployed quickly, helping the Cordis Shanghai Hongqiao to open its doors on time.

The converged solution was cost-effective and stayed within the hotel's budget.

> USER EXPERIENCE

Guests have access to the highly reliable and pervasive WiFi coverage they expect from a Cordis location.

The premium handsets offered in guest rooms are high performing and reflect the image of the Cordis brand.