

# POWER TO PROFIT



## HOTEL SECTOR

The Ability Group - Hilton Hotels Portfolio

### CHALLENGE - REDUCING HOTEL PORTFOLIO OPERATING COSTS

The Ability Group own a number of prestigious hotels in the UK that are managed on a day to day basis by Hilton Worldwide. Founded in 1996 they have made a series of very careful and well thought out investments which have been at the heart of their success. Owning a portfolio of prestigious Hilton Hotels (including the only Waldorf Astoria Hotel in the UK) requires very shrewd management of operations and strict control over operating costs.

As you would expect, the standard of amenities at each of the Hilton Hotel sites is extremely high with luxurious bedrooms and suites, restaurants and bars and leisure clubs available to both members and to hotel residents. The energy demand at each of the sites is therefore constant thus requiring careful management of the costs of purchasing energy and of everyday usage across all of the sites. The specific energy demand tends to come from the following key areas:

- Electricity generation and hot water production for the whole site
- Providing heat for swimming pools and leisure clubs
- Air conditioning systems used either bedroom by bedroom or for the whole complex

### SOLUTION

The Ability Group were looking for a solution that would deliver operational savings at not just one hotel site but across their portfolio and for this reason they decided to implement the EuroSite Power On-Site Utility Solution. The Group will now benefit from a series of economic, operational and environmental benefits by generating a substantial portion of their electricity and heat at each of the sites; rather than buying the energy from the national grid. The savings are delivered by combined heat and power systems (CHP) installed at every site which have been provided on the basis that the equipment is owned, operated and maintained by EuroSite Power meaning zero capital outlay for The Ability Group.

### THE RESULTS

The EuroSite Power On-Site Utility Solution benefits The Ability Group in the following ways:

- Lowers The Ability Group's overall operating costs for the entire portfolio of hotels
- Reduces energy purchasing costs by 10%
- Reduces group carbon emissions by 707 tonnes of CO<sub>2</sub>
- Releases vital funds to help reach The Ability Group's ambitious growth targets

### SITES

Waldorf Astoria  
London Syon Park  
**100kWe CHP**

Hilton Liverpool  
**125kWe CHP**

Doubletree by  
Hilton Cambridge  
**100 kWe CHP**

Doubletree by Hilton  
Dunblane Hydro  
**up to 2 x  
100kWe CHP**

Hampton by Hilton  
Luton Airport  
**2 x 5.5kWe CHP**

# POWER TO PROFIT

*“We liked EuroSite Power’s approach because it required no capital investment and guaranteed us a saving, whatever happens to energy prices in the future”*

**LIONEL BENJAMIN**

Head of Hotel & Leisure Division, The Ability Group



→ The InVerde 100 CHP unit

## ON-SITE UTILITY

The on-site utility model offered by EuroSite Power provides energy efficient solutions that produce electricity, heat, hot water and cooling by financing, installing, operating and maintaining complete cogeneration and cooling systems tailored to a customer’s specific site requirements.

EuroSite Power is ultimately responsible for the on-site utility system which means that the customer benefits from the following:

- Guaranteed, instant energy cost savings
- No capital outlay means no equipment payback period
- Overall reduction in operating costs
- No operating expenditure for the equipment
- An off balance sheet financial solution
- Increased cash flow from day one
- Further financial savings by reducing the costs of environmental taxation e.g. Climate Change Levy, CRC Energy Efficiency Scheme and EU ETS

## ABOUT EUROSITE POWER

The EuroSite Power team has over 30 years combined experience in installing, operating and maintaining energy systems with the specific objective of reducing an organisation’s energy and overall operating costs. EuroSite Power is the European subsidiary of American DG Energy Inc. who is the leading provider of on-site utility solutions to a variety of different organisations in the hotels and leisure sector in the United States of America.

## CONTACT US TODAY

Set up a site assessment and start your energy cost savings.

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