

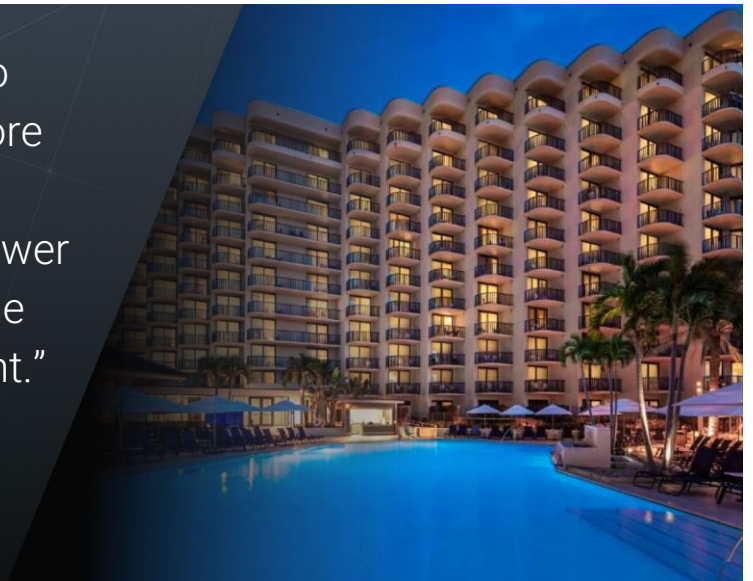


With Procell InSite device management system, Hilton was able to **reduce costs, reduce waste** and improve **guest satisfaction**.

Procell by the Duracell company, leader in professional battery solutions has launched an innovative device management system that turns existing 'dumb' devices 'smart' and alerts you when batteries or consumables need changing. By preventing today's guesswork, facilities can operate more efficiently, save money and improve guest satisfaction.

"There is no efficient way to monitor battery levels. Before Procell InSite I threw out batteries with up to 70% power left in! Waste of money, time and bad for the environment."

**Lonnie Hoschar,**  
**Director of Engineering,**  
**Hilton Marco Island**



Speaking with Lonnie Hoschar, Director of Engineering at the Hilton, Marco Island Beach Resort & Spa he explained that the hotel uses a lot of batteries across many devices though the biggest usage was in door locks and in bathroom devices like soap and towel dispensers. Before Procell InSite there was no efficient way of knowing when to change batteries – we needed to balance between getting maximum power from the device whilst ensuring devices didn't fail which leads to customer complaints.

For door locks we would typically replace on a schedule every 9 months. What I found though was that batteries would have around 70% power left when I replaced them – wasting money and time, plus it's bad for the environment.

## A Smart Solution to Save Money, Waste & Improve Guest Satisfaction

Procell InSite can be installed to existing devices very easily Lonnie went on to explain. Within 10 minutes, each device was connected, and his team would receive alerts only when the device needed attention. This was a huge efficiency saving especially now with labor shortages and pressure on costs.



### CHALLENGE

- Hilton Marco Island has over 310 rooms all using battery operated door locks.
- These batteries are replaced on a schedule every 9 months to ensure no bad guest experience.
- However, this often-meant around 70% usable power thrown away.
- It was costly in terms of time and labor costs as well as environmentally.



### SOLUTION

- Procell Insite retrofitted to existing hotel door locks turning them into smart devices.
- Simple alerts would notify technicians when batteries needed changing.
- This freed up time for engineers to work on other important tasks.



### RESULTS

- Increased operational efficiency – labor could be repurposed for more important tasks.
- Reduced waste – batteries could be replaced only when they were nearly out of power.
- Reduced complaints - no more complaints due to battery issues.

#### Power left in battery when replaced

BEFORE	AFTER
~70%	10%

#### Monthly Complaints due to Batteries

BEFORE	AFTER
40	0

#### Hours spent monthly on emergency call outs for battery complaints

BEFORE	AFTER
10	0

Scan the QR code to learn how you can experience a live PROCELL InSite demo and see the benefits for yourself.



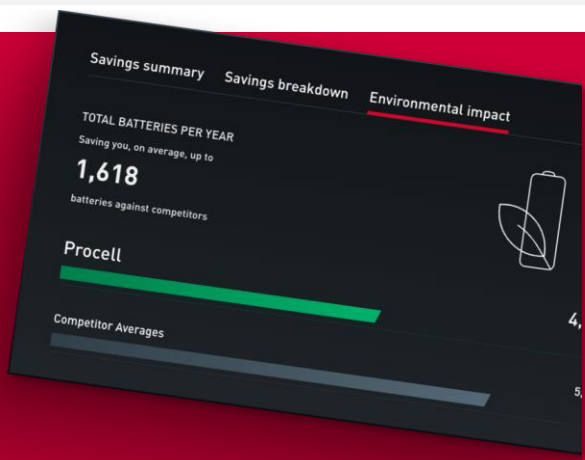
## Did you know

Hotels can spend more than \$100 every day on battery related expenses. Procell InSite can save a 500-room hotel 79% every year as well as reducing waste by more than 50%.



## LOWER COSTS \$

Combined with the long-lasting power of our dual portfolio, Procell InSite allows you to optimize your power while reducing the need for replacements. This helps you save money on batteries and the labor required to replace them.



## About Procell InSite

Procell InSite is the transformative plug-and-play solution that makes monitoring and maintaining essential facility devices simple. Battery powered devices have been a persistent challenge for facility managers. Too frequent maintenance drives up costs and leads to waste, but too little maintenance causes negative experiences for customers and employees. Unlike current fragmented smart devices systems, PROCELL® InSite connects multiple smart devices across facilities into a single ecosystem, revolutionizing how you deploy and monitor devices.



Find out how much you could save with Procell InSite

[CALCULATE MY SAVINGS](#)