



# Hotel Solutions

# THE WORLD'S BEST WINE ENTERTAINMENT

By The Glass® International is a global leader in professional wine dispensing and preservation equipment. It is most likely recognized for its innovative technology and tailor-made solutions, fitting every space and facilitating different ways of operating. Our individual solutions for trade, on trade and industry clients result from a decade of close cooperation with wine professionals around the world.

## ADVANTAGES OF BY THE GLASS® WINE SERVING SYSTEMS

### Perfect Serve



Keeps your wines fresh and ensures they are served at ideal temperature

### Custom Made



By the Glass® Standard is custom-made to your exact requirements

### Unlimited Availability



24/7 wine availability with our self-serve card system integrated with guest's hotel key card

### Speed & Control



With exact portion control and an optional connection to your cash register.

### Visibility Sells



Spotlight presentation for your by-the-glass wines

### No More Waste



Turn your waste into profits: Prevent over-pouring and oxidation while limiting risk of waste and spoilage



**Full Wine Bar**

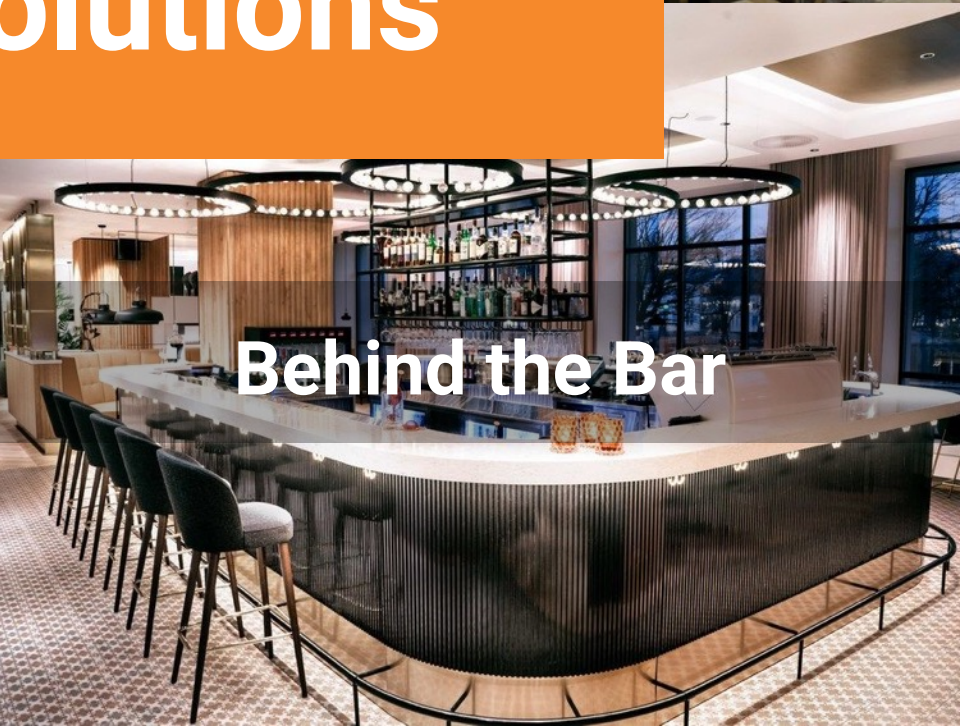


**24/7 Bar Self Service**

# Hotel Solutions



**Business Lounge**



**Behind the Bar**

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## FULL WINE BAR

- Easy and fun way for customers to explore new wines
- Create impressive line-up of fine wines
- High revenue on limited space
- Availability of tasters and half glasses of expensive wines which are usually not available by the glass



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## MAURITIUS

**La Pirogue** on Mauritius has a long reputation for romance and excellent service. The innovative wine bar concept offers guests 60 open wines which they can explore using their room key card. A true wine journey as part of a memorable holiday.

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## 24/7 BAR SELF SERVICE

- Unlimited access to a great selection of fine wines accessible 24/7 possibly using a room key card
- Innovative cashless solution – payment directly charged to the room bill
- No waiting time, easy and untroubled access to all wines.
- Smart tools enhancing the guest experience and providing valuable customer insights to the hotel's management



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## FRANCE

12 bottle By the Glass® Standard stainless steel model allows guests at the **XO Hotel Paris** unlimited access to a great selection of fine wines. Our self-serve card system integrated with the guest's hotel key card makes the wines available 24/7. The best bars don't have closing hours!



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## GERMANY

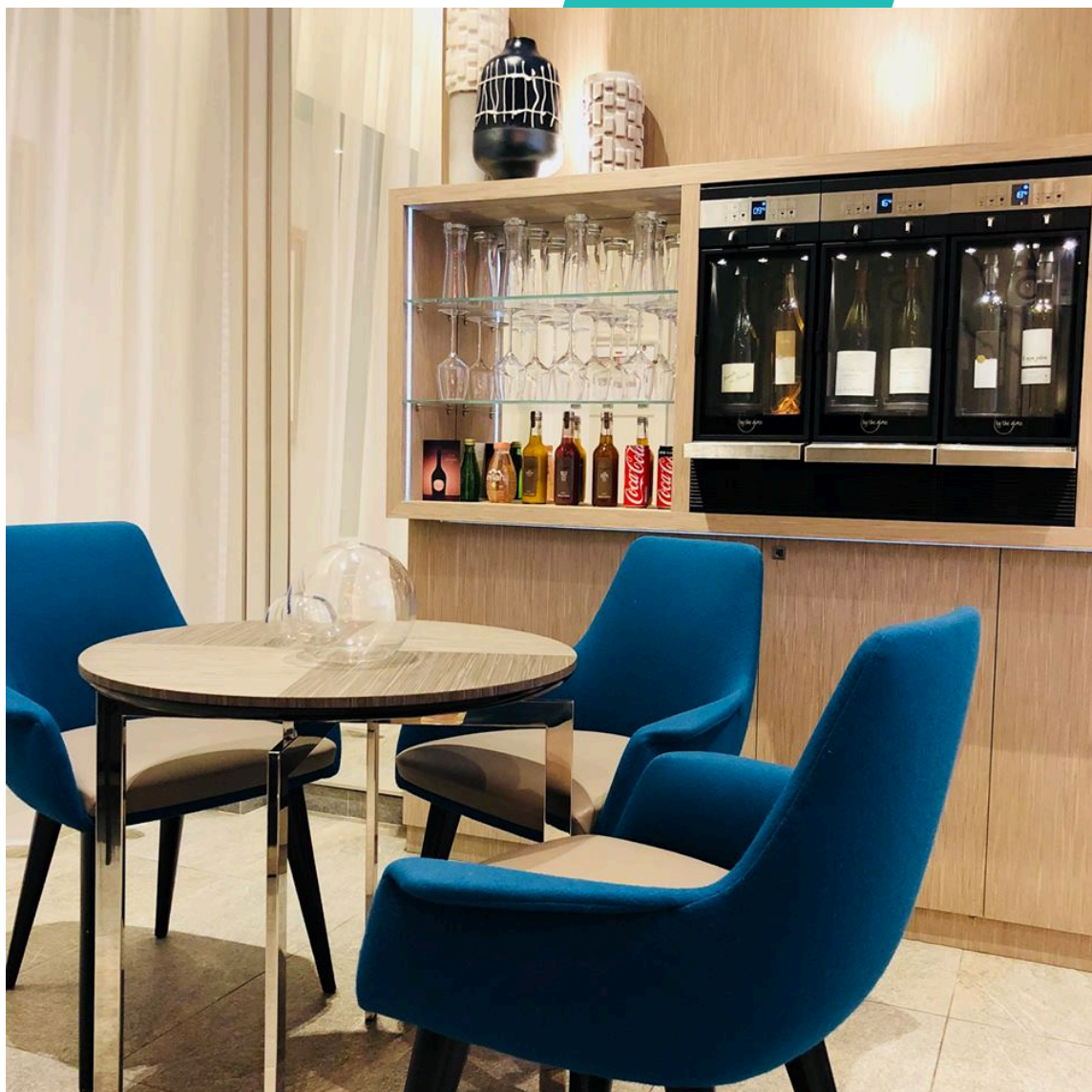
**Ringhotel Winzerhof** in Germany offers its guests unrestricted access to a wine lounge, whereby the travelers can choose from a selection of 18 wines of their choice. Each month they present the guests with a new winery, to please even their most regular customers. Just let them sit back, relax and start a journey through the great wine world.



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## BUSINESS LOUNGE

- Appealing presentation of red and white wines next to each other at a convenient eye level
- Better temperature control – serve your reds and whites at the right temperature!
- No mess from overpours nor melted ice
- Portion control with standardized volumes per glass



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## FRANCE

Offer your guests the services they need, amenities they expect and the extras they deserve! The 2 bottle By the Glass® Modular dispenser is a perfect fit for **La Lanterne Hotel** in Paris. Our systems allow them to present the reds and whites together at convenient eye level - always at their right temperature. The elegant presentation of high quality labels and no mess from over-pours or melted ice creates an exclusive ambiance in their executive lounge.

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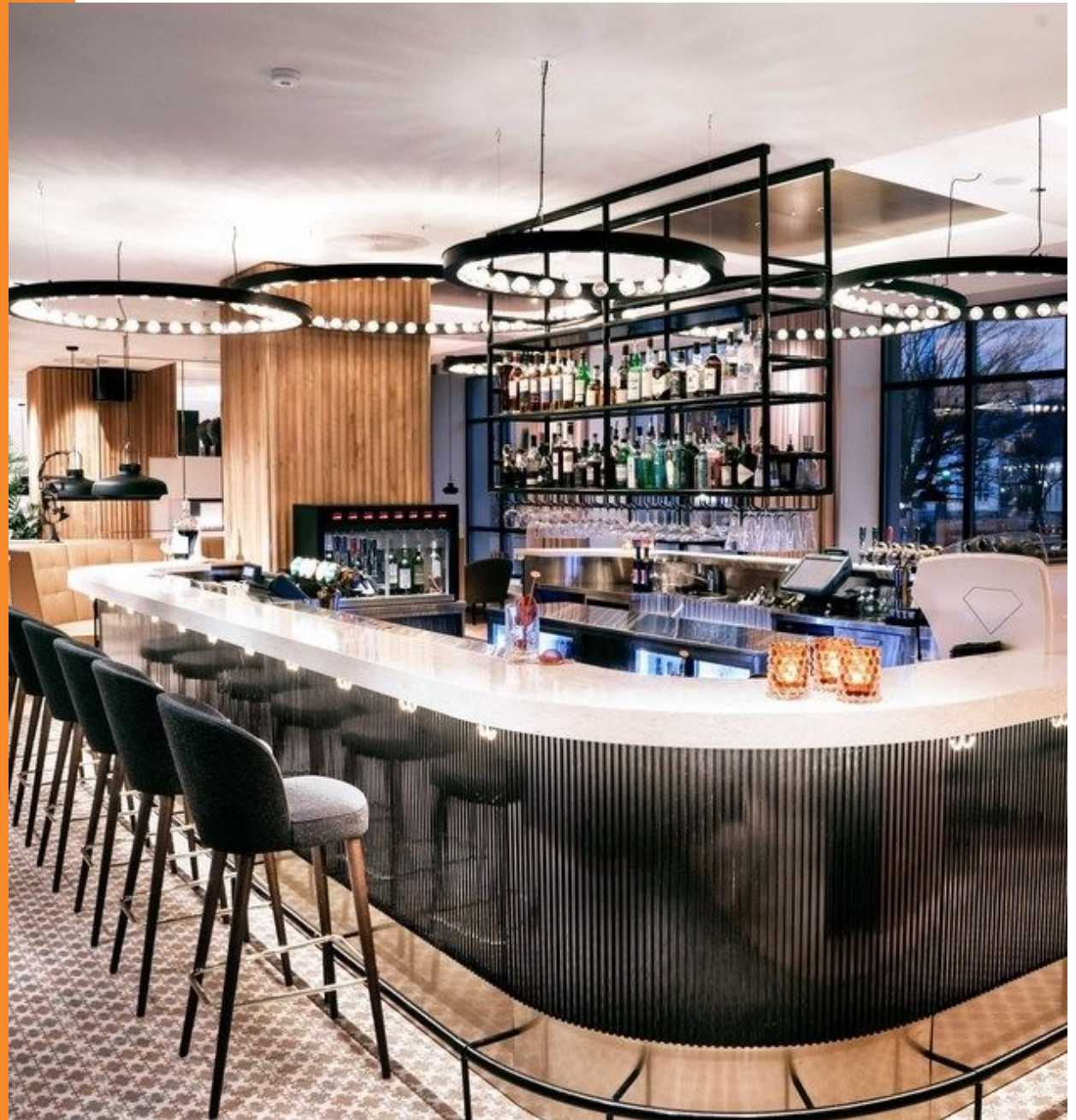
## BEHIND THE BAR

- Central presentation of fine wines – showcase your offer of great labels
- Gain control over your open wine sales and reduce wastage thanks to a perfect preservation
- Improve the quality of wine service for guaranteed satisfaction of guests
- Increase sales revenue by offering more choice of fine wines by the glass

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## NORWAY

An 8 bottle By the Glass® Stage model positioned behind the bar enables **Radisson Blu** in Stavanger in Norway to offer their guests 8 quality wines next to the house wines. The higher average price per glass for the fine wines push sales and margin up!





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## SWITZERLAND

The **Kulm Hotel St. Moritz** is a 5 star superior hotel with a remarkable heritage, yet open for innovative solutions to entertain their guests. The By the Glass® wine dispenser with classy black finish perfectly fits the luxurious interior of the lounge.





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## PHILADELPHIA, U.S.

At **Latham Hotel** in Philadelphia, U.S. the central presentation of their fine wines behind the bar is a perfect way to promote the fine wines while ensuring excellent quality.

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