



ANDTEK

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Pre-qualified for ISPN

Yes

Industry Focus

Hospitality

Theatre Coverage

US

EMEA

APAC

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Business Application Overview

The ANDTEK Hospitality Solution delivers advanced features on our scalable platform for hospitality environments. Integrating ANDTEK services into Cisco Unified Communications networks enables the real estate industry to fully leverage their communications infrastructure and meet regulatory and compliance requirements.

Reduced complexity by implementing a highly available and flexible platform offers hotels, resorts, entertainment venues, commercial complexes and development parks enhanced unified communications services. Besides building automation there are emergency announcement services, threat call recording, guest directory integration and additional building management tools available - all on one platform with optimized administration and standards compliant integration into Cisco Unified Communications Manager.

Market Opportunity

Real estate developers, owners and operators need to generate revenue by leasing, selling or renting their assets. To maximize revenue it is required to reduce asset lifecycle and administration costs while differentiating the property for their customers.

Benefits for the hospitality industry:

- Emergency announcements, crisis conferencing and alarm services for hotels or commercial complexes
- Integration of electrical actuators and sensors into the unified communications platform enabling building automation
- Physical security is integrated with the communications system and surveillance is done directly on IP phones
- Additional revenue-generating services on communications end devices
- Competitive differentiation by delivering personalized and unique experiences for guest on their room phones
- Creating more productive workplaces by streamlining communications process and integration database and directory information to simplify call handling
- Reduced operating expenses by automating manual task on the communications network

- Meet legal regulations and compliance requirements by secure voice recording and monitoring

Associated Cisco Technology

Cisco Unified Communications Manager, Cisco Unified Communications Manager Express, Cisco Unified Contact Center Express, Cisco Unified Messaging

Required Cisco Specializations

Cisco Advanced Unified Communications Specialization

Target Partner

Cisco partners delivering unified communications solutions. Preferred partners have a focus on government services.

- Cisco Advanced Unified Communication Specialized Partners
- Cisco Authorized Technology Provider Partners
- Cisco Gold and Cisco Silver Partners

Partner Engagement Model

ANDTEK solutions are sold through Cisco partners and VARs only. Our ANDTEK partner program allows partners to select their desired level of partnership to add value for customer solutions. Besides offering pre- and postsales support to our partners we deliver technical services through our ANDTEK support center.

Application Specific Sales & Technical Training

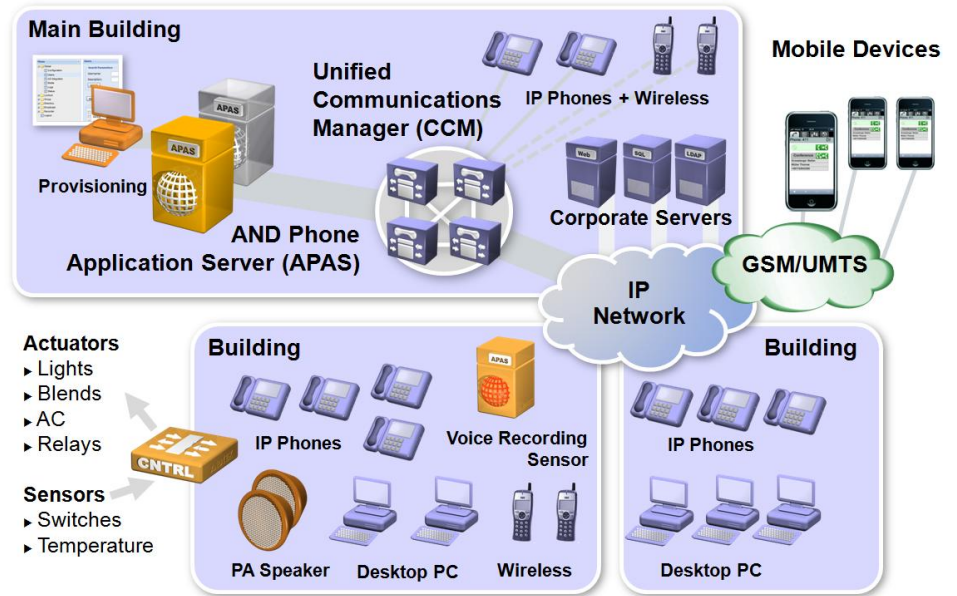
ANDTEK offers online and onsite training for certified partners. Besides training there are downloadable resources, like presentations, brochures and technical manuals available for partners. Available onsite trainings are:

- [ANDTEK Applications for Unified Communications - Technical \(AUCT\)](#)
- [ANDTEK Applications for Unified Communications - Sales \(AUCS\)](#)

Get Started Now

Contact us now at info@andtek.com and let us establish a beneficial partnership for you and your customers.

Reference Architectures



Sales Tools

[ANDTEK Solutions Overview](#)

[ANDTEK Real Estate Solutions](#)

[AND Phone Software](#)

[AND Desktop Software](#)