

# Real Results

We know how important your clients are. Our goal is to deliver you a system that seamlessly blends into your surroundings. Our mission is to provide:

**A system requiring zero interaction**

**Seamless integration**

**Easy upgrades**

**Comprehensive Support and analytics**

We will be the technology partner you can count on. We will work with you to deliver the system you require.

# Get started with OneSwitch today

*We are the technology partner you can trust.*

## Who we are

OneSwitch is the brainchild of Dr. Sean Gordon, an Oxford university graduate and EPFL scientist who realised that state tracking and data control are now easily available. Combining open source projects and new to market microcontrollers the perfect IOT system for control and automation was born. Together with Yann Gemmet the founder of the Helvetic Vision Media company whose business expertise made OneSwitch possible, we aim to improve the quality of life of everyone in Switzerland through automating away mundane tasks and making the environment work for them.



**Yann Gemmet, CEO Helvetic Vision Media company:**

Yann is a Swiss national who has successfully built and run the HVM company. His clients include Nissan, BMW and PMI.



**Dr. Sean Gordon, CTO Helvetic Vision Media company:**

Sean is a British national domiciled in Switzerland and is the founder of OneSwitch and leads technical development and integration operations.

## Contact us

OneSwitch is a brand of the Helvetic Vision Media Company. Visit us at our office in Prilly for live demonstrations and to discuss your project.

email: [info@oneswit.ch](mailto:info@oneswit.ch)

phone: 027 746 52 44

address: Route de Cossonay 100, 1008 Prilly



# OneSwitch for Hospitality

*Design, installation, data analysis*



*We all use systems every day. We believe that you should control systems rather than systems controlling you. Our systems are designed to be flexible, secure and invisible. We build systems that make your environment work for you.*

## Stunningly Beautiful Design

Because your clients deserve a beautiful environment. Our sensors and interfaces are beautiful and functional. They can be tailored to your brand.

## A System That Works For You

Our smart technologies ensure the best user experience on the client and hotel side. We believe that a smart system should simply disappear into the environment so your clients forget that it is even there.

## Infinite Possibilities Using Practical Solutions

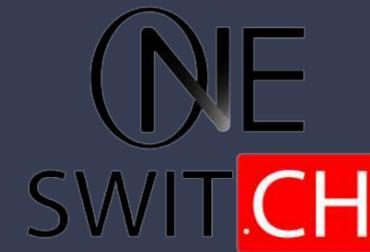
Working together we can innovate, design and build an environmental solution that works for your business to make your hotel provide additional comforts without excess maintenance or expense. Our data analytics expertise allows you to understand your clients and anticipate their needs in advance.



Get Connected  
Get Started with OneSwitch Today



Connect with us - Call 0277465244 - Visit [www.hvmcompany.com](http://www.hvmcompany.com)



Smart solutions for better business



# What is a Smart System?

A smart system is a set of connected devices made up of sensors, controls and actuators all interfaced to a centrally controlled state-machine. The state-machine analyses the real time change in the attached sensors and actuators and performs functions so the users can enjoy an optimised environment with little to no interaction.

# Simplicity for your guests...

No learning curve

No configuration

No jargon

Plug and play

Real time data Analytics

Security Compliance



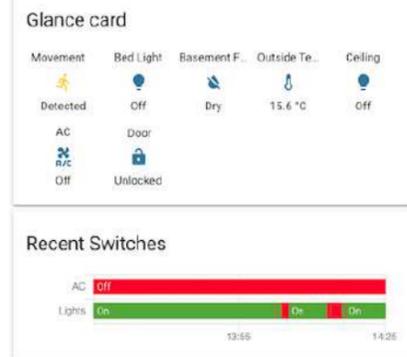
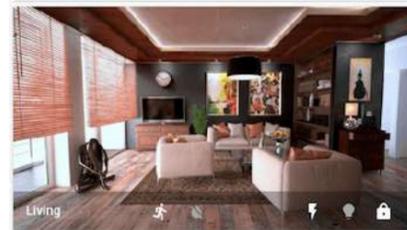
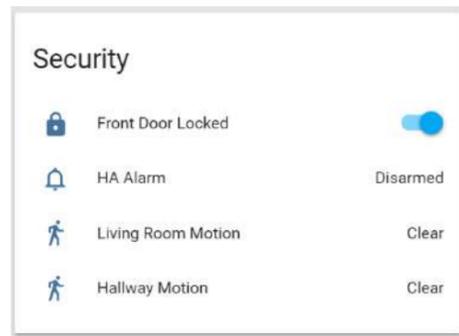
# Guest Facing Interface

*Our integrated systems are beautiful and simple to understand and can be translated into more than 20 world languages*

## Beautiful Design

A beautiful enclosed touch panel allows you to operate connected actuators such as lights and smart glass with a simple touch or gesture. The temperature setpoint for the room can also be adjusted, blinds and doors opened closed or locked.

Touch Panel can be configured with your personal branding to enhance the integration.



## Infinite possibilities, practical solutions

With an integrated smart system, the possibilities are endless. Integrate the room lighting system so when someone enter during the evening the lights turn on dimmed. AC too loud? When the room is occupied turn it down unless the ambient temperature is too high.

The security system can disarm when your customers mobile device is present or automatically arm when they leave, closing blinds and turning off lights automatically to save energy. Blinds can be configured to open and close with the sun. Our smart switchable glass can make the windows or shower opaque when occupied for a luxurious customer experience. The mirrored screen in the bathroom allows guests to keep up with the markets and news from the very start of the day.

Forget a light when you are in bed? Have the room turn off with the flick of a switch on the customer smartphone or by using the touch interface.

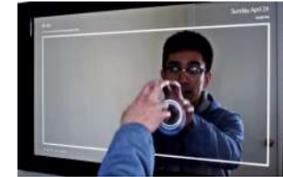
Sensor fusion with the right actuators allows the environment to adapt to your clients without input. System flexibility allows us to design the functionality right into the property so your clients can have the benefit of simple and sublime automations without having to fiddle with buttons and switches. The best part is that actions and states are recorded into your corporate database so you can get to know your clients preferences ready for their next stay.

# Hardware Options

Lights, camera action!

Our hardware partners manufacture top quality hardware with water resistant tactile sensors, on switches, high definition mirrored glass on displays and the modern of microchip designs to ensure unparalleled reliability and continued performance

Smart switches



Smart lights



LEDs

Mirrored screens



Smart glass

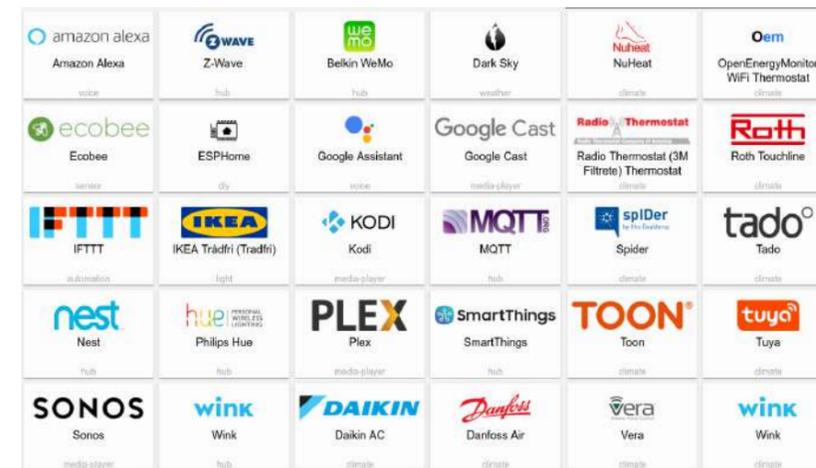


Climate control



## Unlimited extensibility

Adding devices increases the flexibility. We have integrated products from dozens of brands including (but not limited to) those below



### Extensions

- Compatible with Alexa
- Compatible with Google Home
- Compatible with almost all branded smart/iot appliances
- Can be configured to be accessible only via two factor authentication

### User Interface

Our solution is designed to work with any web browser, both at the user side and the hotel side. No expensive software, no training necessary.

# The Way of OneSwitch

We use the reliable and time-tested PRINCE2 project management methodology for planning customer projects.

1. Needs Assessment and Planning

2. Design

3. Hardware development, Corporate branding, Images, and Media

4. Plugins and Hardware Extensions

5. Optimization and Testing

6. Development and Implementation

7. Integration and Continued Support

We're big fans of review/review/review. You are involved in every step of the process to make sure you get a system that works for you.



# Security as standard

The internet of things is notoriously insecure. Unlike other vendors, we have considered **Security from inception**

Each of our products is tailored to ensure security and privacy. By default we use no internet facing or cloud facing components.

Your data is stored locally in the hotel and only you have access to it

**We do not sell data.**

**We do not collect data.**

**We are a data sovereignty company.**

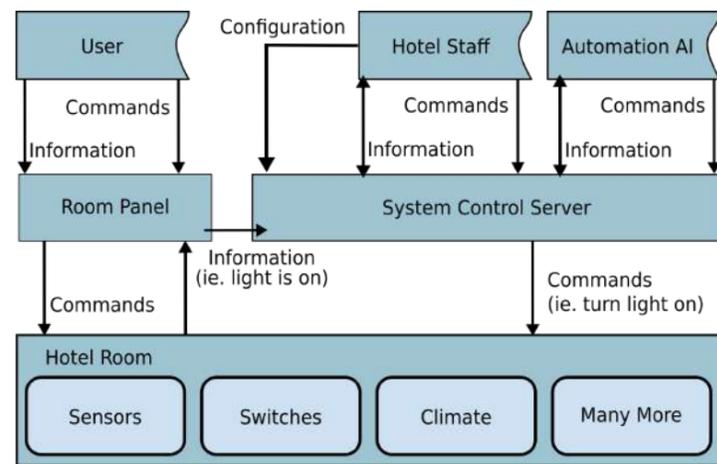
# System Outline

*OneSwitch scales to your needs and allows you to understand the needs of your guests better than ever before.*

## Centralised Design

The main system resides on your back office server. The instance controls user accounts and authentications that exist for each room. Each room has devices present which communicate with the server. The means of communication is via the hotel wi-fi using military grade TLS encryption.

The server logs and processes the changing state of the room, temperatures, air quality and guest presence. The server can use bayesian statistics to react to the conditions, turning off lights and saving energy when the guest is gone and predicting likely return times. The data set associated with each guest continues to grow and the statistical approach becomes more accurate.



Graphic by Dr. Sean Gordon 2019

## Military grade security built in

Security is at the heart of the system. We use TLS 1.2 military grade encryption to protect information from the source to the sink. Commands are also encrypted. Users can access the control panel of their room and this has no functionality beyond a webpage locked to the local webserver displaying the controls. Information is transmitted via the hotel network to the server and commands from the server are also received by the panel to change room states.

The user has no surface to access the server or information other than the states of their own room. The hotel has a complete birds eye view from the back office in real time.

## Access by smart phone

Your guests will be able to access the smart panel interface from their very own smartphone as long as they are connected to the hotel wifi. We use a sophisticated identification scheme to ensure they can only connect to the interface of their room.

**ONE SWITCH Assistant**

You're attempting to access Room 103's OneSwitch Assistant control panel. Please authenticate.

Logging in via iPhone X.

Username

Password

**NEXT**

# Data Analysis

*OneSwitch has significant expertise in analysis of large datasets. We can set you on track for your in house analytics teams or be your trusted data analysis partner.*

## Your business generates valuable data

### Guest habits

When do your guests come and go? Do they have a preference for room temperature? By understanding simple trends insights into your customer base can be gleaned, are you marketing at the right audience? Are you sure?

### Energy efficiency

Do your guests leave the AC on when they leave because they wish for a cool room upon return? If you know when they will be back you can turn off and turn it on again before they get back saving energy and money.

### Staff timings

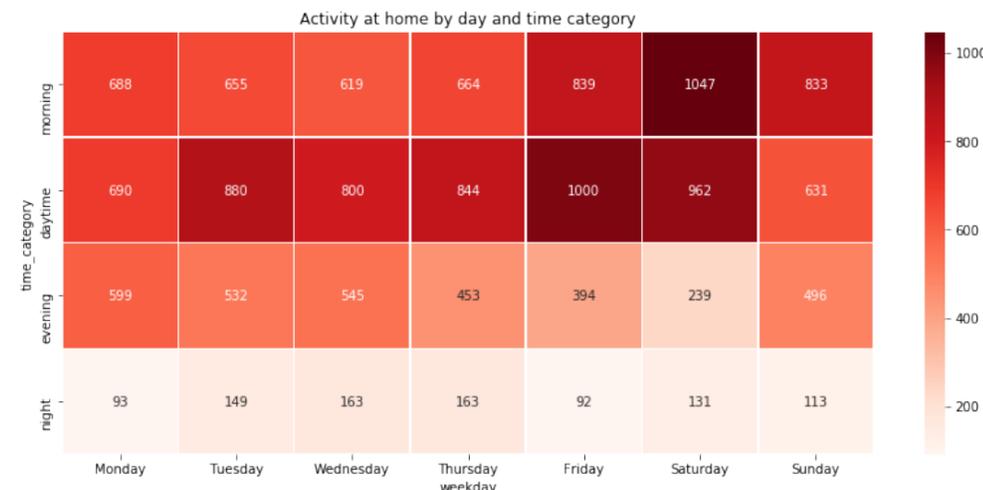
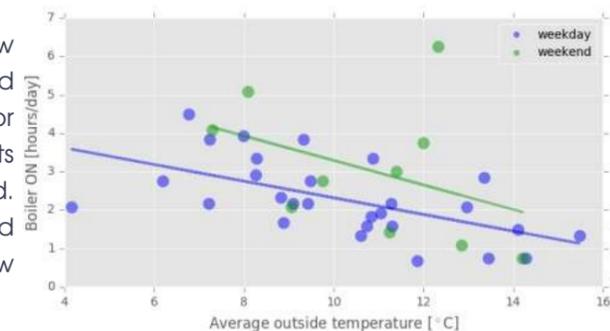
Time varying trends can be illuminating. If guests stay out longer in summer staff density can decrease. Room services can be intelligently managed based on hard data rather than soley experience.

### Service identification

Are you providing the right services? By understanding customer patterns new services can be identified, do your guests use the iron frequently? Perhaps an ironing service is needed.

## Example analytics from real data

Understand your environment. How much heating should be applied given a certain outdoor temperature? When are your guests likely to be up and moving around. This data can feed into staffing and building management and allow resources to be properly allocated



# Our data model

Our experts have over 10 years of experience in advanced data analytics for understanding the most challenging problems in science and technology

**The database is in standard mySQL format hosted on site**

We offer a data analytics service on a *pro rata* consultancy basis

The database structure is provided free of charge to your in house specialists if consultancy service is not required.

**Your data, your choice.**



# 0-disruption installation

OneSwitch can install the hardware in a room in just a few hours. No need to stop bookings or prevent access as each room can be installed 'plug and play' to the main system ensuring your operations are not affected.

# More than just a supplier...

- Design
- Integration
- Customisation
- 3rd Party Integration
- Extensible systems
- Security Compliance

## Installation

*Risk free and non-disruptive installation*

### A simple approach

We design a template for your rooms and install the back office infrastructure. We do a phased installation based on the size of your organisation starting with a demo unit in a single room with detailed feedback given by guests. We tweak the demonstration until it is perfect before adding more installations until the system is fully operational. We perform these operations on a timescale to suit you.

### Hardware is the first step

Replacing the room switches with smart switches is a simple operation, no more difficult than wiring a switch. The software and firmware installation is performed by our specialists in Switzerland.

### Systems integration

Each network is different. We work with your IT teams to integrate the VerneMQ enterprise ready telemetry transport system into your network and introduce your team to our analytical tools. If your team lacks data expertise, we offer a pro rate data consulting service to cover your needs.

## Unit demonstrations

We offer installation of a smart system in one room for your evaluation

### Sensors

Sensors detect changes in the environment such as movement, temperature and light

### Actuators

Actuators control devices such as smartglass, blinds, locks and valves

### State Control

State history allows the system to understand your workflow delivering the perfect environment

### Switches

Made with proven durable components, silent MOSFET switches deliver power to your devices

### Durability

Our review, review, review mantra has led us to develop security and durability into our systems from the very first line of code

### Support

Our engineers and programmers are ready to support you in the design and implementation of the system at each stage of the project cycle

Anything You Can Think Of

Together Let's Think of Innovative Ideas and Execute Your Vision

Call: 027 746 52 44



## Staff-Facing Interface

*Simple and elegant so your staff have no interruption to workflow*

Your staff are on the front lines of interaction between your business and the guests. With OneSwitch, the front of house staff can quickly see an overview of room occupancies, guest status and can monitor the environment for anomalies with a realtime high level view of the hotel. For example, the heating can be reduced during the day if the hotel is empty and turned on before the expected mean return time of the guests.

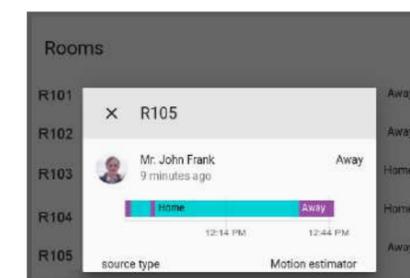
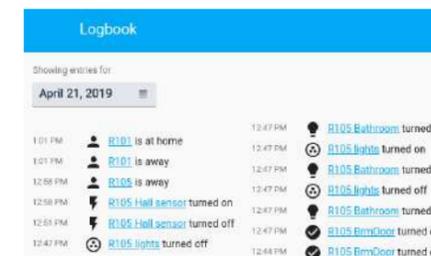
**OneSwitch automations allow you to optimise the running of the hotel based on realtime and historic data**

**Your customers preferences can be saved and exported between branches. Do you know what temperature Mr. Smith likes his room? With OneSwitch the information is readily available.**

***Our solution mantra is that the eventual occupant is required to do zero configuration. The automations and states are seamless. The staff have a detailed and high-level view***

## Simple and beautiful design

Simple design concepts ensure that your staff can use the overview system with very little training. They can obtain the data they want without any significant interaction.



**A high level overview of the hotel status allows unprecedented insight and allows you to allocate resources more effectively. Your staff understand the coming and goings of guests and can understand and anticipate their required services and needs.**

### Training

The system is designed to require minimal training and be completely intuitive.

The system is protected from misuse by username and password and optionally two factor authentication.

### User Interface

The lovelace user interface is extensible and customizable and can be configured to your brand and colors. We care about your visual identity and can produce a user interface that suits your needs

## Simplicity for your staff

No bells and whistles just simple beautiful design.

1. Minimal training
2. Security as standard
3. Easy configurability
4. High level built in data overview
5. Rigourously tested
6. Low upkeep costs

We're big fans of review/review/review. You are involved as senior user in every step of the process to make sure you and your staff get a system that works for you.

