

*Behind every successful hotel
there are hands that care*



PALM HOSPITALITY



*Our mantra is to provide our guests with
an experience, rather than just a place to stay*

Ash Taneja
Chairman
Palm Hospitality



There is something inherently beautiful about making a traveler from across the globe feel relaxed and at home

Over the past several years the hotel business has grown, matured and kept up with rapidly changing times. It has also become an integral part of many travelers' lives. Today's global traveler is familiar with various hospitality brands and expects a high level of quality and service.

Across the world, the travel and tourism industry is growing at a rapid pace. As businesses become global and people travel to different parts of the world there is an evolving need for sharply focused hospitality related services, concepts and products.

Palm Hospitality, an affiliate of the Palm Holdings Group, is an international hotel management and consultancy company with decades of experience and expertise in virtually every aspect of the hotel business. At Palm Hospitality, we have earned the respect of major hotel brands with the successful execution of many landmark projects, while in the process, building a substantial resource network across the globe.





*The journey of a successful hotel
begins long before the first stone is laid*

With opportunities in the hospitality industry opening across many different market segments, it is essential for owners to choose the right hotel product to fit the right location. After carefully surveying your needs, Palm Hospitality will analyze the locations business potential, source the right brand for your venture, and then execute the project by ensuring efficient project management, timely project completion, and day to day operations. Upon opening, we will professionally manage the property on a day to day basis. Simply put, Palm Hospitality can provide you with a start to finish solution by setting up and running a successful hospitality venture.





An efficient management style and meticulous attention to detail are prerequisites for the successful management of hotel projects

Most first time hotel entrepreneurs are truly amazed at the scale of detail involved in managing a premium hotel. Are the towels soft? Are the flowers fresh? Are the pillows fluffed? The ability to focus on the most minute detail is not something that happens naturally but has to be developed within the hotel management team from day one. The Palm Hospitality senior management team has acquired a wealth of experience managing hotels across the world and can offer advice, consultancy, and custom made services to suit your exact requirements.

We understand your business needs. Since Palm Hospitality is also an investor in hotel projects we understand an owner's objective of maximizing their return on investment. Our group has developed efficient management tools to continuously analyze and monitor operations to ensure the owner achieves the right business mix. We can go as far as generating profit and loss statements for hotels on a daily basis with the help of AccPac software from Sage. Comprehensive business analysis and timely executions are the pillars of Palm Hospitality's success.





Today, success in the hospitality industry is about aligning projects with international trends and continuously benchmarking global best practices

Travelers can move from country to country staying in the same hotel brand. They can book rooms from a single location and enjoy seamless hospitality experience as they roam the world. Major hotel chains are eager to spread their wings and invest in the emerging economies of the world. They realize the long-term opportunities in leveraging their brand name and increasing their exposure within the global community.

With its well established professional network in place among leading hotel chains of the world, Palm Hospitality can scan the horizon and match the aspirations of the hotel owner with the expansion plans of various reputable hotel brands. Access to a global network of customers can ensure long-term success and profitability for the owner.





Making hotels happen

The company's focus on human resources development, vigorous service culture, unique retention policies and innovative programs give employees a sense of ownership that ensures superior customer service.



Hotel Services

- ▶ Hotel Sector Entry Strategy including Land Sourcing, Valuations and Business Development Planning
- ▶ Hotel Operations Management
- ▶ Sales and Marketing
- ▶ Revenue Management
- ▶ Food and Beverage
- ▶ Information Technology and Support
- ▶ Accounting and Finance
- ▶ Recruitment, and Training
- ▶ Human Resource Management
- ▶ Quality Assurance Services
- ▶ Purchasing and Procurement

Development Services

- ▶ Site Selection
- ▶ Investment Analysis
- ▶ Hotel Brand Negotiation and Execution.
- ▶ Concept, Planning and Development of the Hotel
- ▶ Design and Construction







Welcome to Palm Hospitality
Welcome to hotel management solutions



Some current and past projects

- ▶ Four Points by Sheraton Toronto Lakeshore, Canada
- ▶ Novotel Toronto Airport, Toronto, Canada
- ▶ Best Western Airport, Toronto Airport, Canada
- ▶ Fairfield Inn and Suites by Marriott, Belleville, Canada
- ▶ Best Western Downtown, Sudbury, Canada
- ▶ The Royal Terrace Hotel, Edinburgh, Scotland
- ▶ The Old Waverley Hotel, Edinburgh, Scotland
- ▶ Rathbone Hotel, London, England
- ▶ The Morton Court Hotel, London, England
- ▶ Amar Hotel and Apartments, London, England
- ▶ Exclusive management company for hotels owned by Marigold Hospitality in India
- ▶ Element by Westin, Canada (Under planning stage)
- ▶ Hampton by Hilton, Talegaon, Pune, India (under construction)
- ▶ Hampton by Hilton, Ludhiana, India (Under construction)
- ▶ And more





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