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Hotel Information Systems selected for Festival Inns Edinburgh

Lake Forest, CA (12 June 2006) Hotel Information Systems EMEA, is delighted to announce that Festival Inns selected the epitome.NET Property Management System and Hotel Information Systems core Reservation Portal solution for their nine Edinburgh properties.

The nine hotels located in Central Edinburgh have chosen to operate on a centralized system. Hotel Information Systems is installing its multi-property epitome.NET Property Management System, from a local hosting facility with access between all hotels and the head office over secure internet connections. The centralized system provides the hotels with many operational benefits including centralized reservations, property cross-selling, single version guest history and consolidated management information. In addition the group's web site will be connected to the PMS allowing internet reservations to be made in real time, which extends the market reach for Festival Inns while lowering the cost per reservation.

epitome.NET PMS is developed from the ground up using the Microsoft.NET™ Internet framework. Hotel Information Systems fast tracked the development process by taking their popular epitome Windows PMS as a framework and reproduced the same level of functionality in the new epitome.NET PMS. This results in a system that not only takes advantage of the latest technology but most importantly contains richness in functionality that is seen in very mature systems today.

Sarah Buchanan, Director of Sales & Marketing for Festival Inns, said, "Having spent many years operating our current system this was a big step for the group with careful considerations. We feel that Hotel Information Systems is a company we can do business with as they understand our operation and are able to demonstrate the level of support we are looking for".

Brian Bowerfind, VP & GM International Business Unit for Hotel Information Systems commented, "Festival Inn's selection of the epitome.NET Property Management System and core Reservation Portal provides Hotel Information Systems an opportunity to expand our solutions into Scotland. The solution being deployed demonstrates one of our fundamental competencies of managing the multi-property environment from a centrally hosted facility."

About Festival Inns

Launched in 1997, by Edinburgh entrepreneur Kenneth Waugh, Festival Inns has become one of Scotland's most dynamic and ground breaking leisure companies. With special focus on catering for niche markets, this privately owned company has advanced to create unique bars, clubs and hotels in Edinburgh.

"I firmly believe the success of the business is due to the fact that each outlet we have opened has been carefully designed to have its own identity rather than being part of an obvious 'chain'."

Kenneth Waugh

Festival Inns is Edinburgh's most exciting and dynamic hotel, bar, club and restaurant company. Whether you are looking for accommodation, a party or conference venue or just a great night out, we have just what you are looking for.

About Hotel Information Systems

Hotel Information Systems delivers solutions developed using the only tools available today for flexible enterprise computing, Java and .NET. The corporate consolidation and on-property management solutions enable hoteliers to focus on relationships, support sales and marketing goals, and implement decisions in a rapid change environment. The Company's highly skilled, customer-focused staff provide expert assistance to clients when integrating their business processes with their partners, suppliers and customers, leveraging existing IT investments and implementing a solid technology foundation to add functionality at their own pace. With years of hospitality experience, open standards development methodology, scalable architecture, and best business practices, Hotel Information Systems provides clients with solutions for sustainable competitive advantage. The Company's corporate offices are based in California and the European Headquarters are in London. For a complete demonstration or additional information about [epitome](#) property management and Hotel Information Systems [core](#), please contact a Hotel Information Systems EMEA Client Solutions Representative at +44(0).20.8891.1888 or visit the HIS Web site at: www.hotelinfosys.com.

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