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# Hotelier & Hospitality Design



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# Interview with Managing Director from Photo-Me International, Elliot Andrews on the latest 'Revolution' technology



**Q)** How has the 'Revolution' technology been designed to help the hotel/leisure sector?

Thanks to the different machine models we have on the market we are able to provide a bespoke solution to the hotel/leisure industry. Depending on their needs in terms of machines or their aesthetic needs we can adapt our solution to their environment.

**Q)** How present is the 'Revolution' washing technology internationally?

The presence of the 'Revolution' technology in the hotel/leisure industry is very prominent throughout Europe where we have received a very strong demand. We're currently in the process of repeating the same success in the UK market and are working closely with various sectors including the hotel/leisure market to find the best solution for their needs.

**Q)** What's Photo-Me's expansion plans for the 'Revolution' technology over the next year?

Since we launched the Revolution Launderette we have seen expansion year after year and are expecting the same success over the next few years. There is a strong demand from both B2B and B2C customers and we are here to answer these demands.

**Q)** Are machines suitable for small boutique hotels as well as the major players?

We have a large range of machines that can be adapted to fit in any type of environment. We are working with the major hotel players across Europe to ensure our solution improves their daily operation/efficiency.

**Q)** How does purchasing the technology work for hotels? Is there a payment scheme in place?

We currently have two options available, either to have the machine on site and obtain a commission or purchase the machine and keep 100% of the revenue. We can also offer a maintenance contract and help customers on the promotion of this service..

**Q)** What maintenance/ upkeep do machines need throughout the year?

Our team of 150 engineers across the UK visit machines a minimum of once a week to maintain, clean and collect the money (for the revenue-share model). We also have a 7/7 customer service with a 24-hour guaranteed visit from an engineer in case there is an issue with a machine.

Photo-Me International, continue to shake up the market with their 'Revolution' technology –laundrettes with economic, commercial, and environmental benefits used in a growing number of sectors including the hotel/leisure markets to improve their daily operation.

The Revolution Compact and Compact S as operated by Photo-Me, are ideal for washing large or heavy loads such as duvets, blankets and pillows finishing in a record time of 30 minutes per cycle. The launderette service is the latest innovation in mass washing facilities using a small carbon footprint, helping to reduce water consumption with a built-in eco-friendly washing up liquid pump providing the correct amount per wash to reduce waste. Machines have seen a surge in popularity over the last twelve months with companies under more pressure to improve their green quota to keep stakeholders, investors and customers satisfied.

