

Congratulations, on your decision to join the La Quinta family with a franchise development.

We are pleased to have been selected to partner with La Quinta and Blackstone over the last several years to enhance guest comfort and satisfaction while controlling and reducing electricity expenses through our guest room control solutions. Presently, over 150 corporately owned La Quinta properties benefit from the installation of an INNCOM e<sup>4</sup> networked energy control system.

Included herein you will find detailed information on the products and services that INNCOM can assist with during your planning, construction, and the future ongoing operation of your La Quinta property. A short historical overview is also included that highlights some of the technologies and products introduced and deployed to the lodging industry by INNCOM over the past 22 years.

The INNCOM e<sup>4</sup> DDC thermostat is the fundamental device used to enhance guest comfort by controlling the thru-the-wall heating and cooling units in the guest rooms. When expanded to include a door switch and motion sensor, the e<sup>4</sup> operates as an effective standalone energy management system by reducing operating times when the guest rooms are vacant. The thermostats can also be networked together to work in conjunction with the NiteVision PMS system to provide additional guest satisfaction, energy savings, and operational assistance for your property. On the following pages you will find suggested drawings and wiring diagrams which feature the INNCOM e<sup>4</sup> DDC thermostat and some configuration options.

In addition to temperature control, you will find suggested lighting control options for your new property. INNCOM has worked closely with La Quinta to provide master light control options which fulfill the 2005 NEC Code while enhancing guest satisfaction and operations.

INNCOM has a staff of design professionals that welcome the opportunity to work with you on your property's requirements. You should also note that INNCOM solutions may also qualify for your local utility's rebate programs and an INNCOM guest room system can be a benefit if you are designing your property for LEED certification. We look forward to assisting you and your project team in the near future.

Sincerely  
INNCOM International, Inc.



Bill Russell CEM CDSM  
Vice President

## ABOUT INNCOM

INNCOM integrated room automation systems enhance guest comfort, safety, and satisfaction while increasing bottom line profits. The company's offerings range from programmable digital thermostats, lighting controls, and guestroom amenities to fully integrated energy management and communication systems. Founded in 1986, INNCOM has systems installed in more than 650,000 guestrooms worldwide.

## ABOUT INNCOM ENERGY MANAGEMENT

INNCOM e4™ Smart Digital Thermostats save energy by initiating and maintaining temperature setbacks when the guestrooms are rented but unoccupied and even deeper setbacks when the rooms are unrented. ASHRAE studies have shown that for every degree of setback, approximately 3% of the energy used to heat or cool the room is saved. A comprehensive INNCOM Energy Management System will typically reduce heating and air conditioning run times by 20 - 30%.



### e4™ E528 Smart Digital Thermostat (Basic) – 24 to 277 volt

Requires wiring from the HVAC (PTAC/PTHP/FCU) to the thermostat. Thermostat can be upgraded to EMS and other INNCOM options in the future. *NOTE* – if controlling PTAC/PTHP units, please consult with the manufacturer for a remote thermostat package. Wiring specifications/drawings are available upon request for different HVAC systems.

### e4™ E528 Smart Digital Thermostat with Occupancy Detection – 24 to 277 volt

Add Passive Infrared Occupancy Sensor, Magnetic Door Switch, EMS software. *NOTE* - unless a wireless door switch is used, the door switch requires a wire from the thermostat to the door frame. All INNCOM energy management thermostats can be upgraded to include network communication capabilities for PMS interface.



### e4™ E528 Smart Digital Thermostat with ecoMODE

In addition to saving energy through temperature setbacks, ecoMODE offers guests an effortless way to opt into the hotel's sustainability programs. With the simple touch of a Green Button, guests can participate in a host of environmentally-friendly programs predetermined by the hotel, such as reduced linen changes and bath amenity replacements. In the simplest ecoMODE system, the Green Button will trigger an energy savings setback, as well as illuminate a green LED to indicate the guest's participation to hotel staff. In a centrally controlled system, notification is also sent to the central server, instantly alerting the property to the guest's participation and collecting useful data regarding program involvement.

### e4™ E529 Smart Digital Thermostat - Battery Operated

A battery operated thermostat can be placed in the most sensible location in the guestroom for proper temperature control. The thermostat communicates wirelessly with a control board installed inside the HVAC (PTAC/PTHP/FCU). With occupancy detection added, this thermostat can also be upgraded to include energy management and networking options.



- Energy Management
- Guestroom Status
- Lighting Controls
- Guest Amenities
- Central Monitoring
- On-Line Lock Control
- Expandable Options

## Corporate Headquarters

277 West Main Street, Niantic, CT ■ USA  
860.739.4468 ■ 800.543.1999  
www.inncom.com

## Bothell, Washington

425.402.6464

## Dallas, Texas

972.235.0299

## San Juan, Puerto Rico

787.949.8090

## Las Vegas, Nevada

702.838.8551

## Montgomery, Illinois

630.859.3683

## Odessa, Florida

813.920.6464

## Peekskill, New York

914.380.6744

## Pomfret, Connecticut

860.928.9565

## Singer Island, Florida

561.848.1566

## INNCOM Asia Operations

852.2142.6600

## INNCOM Brazil, LTDA

55.12.3677.9000

## Fact Sheet

### The Company

INNCOM develops, manufactures and distributes advanced automation control and energy management systems for the global lodging industry. Founded in 1986, INNCOM is a privately held "C" corporation headquartered in Niantic, Connecticut.

### Mission

INNCOM's mission is to extend our position as the global leader of integrated guestroom control systems to the global lodging industry. We value our participation in reducing energy consumption and thereby lowering green house gases that adversely affect our environment.

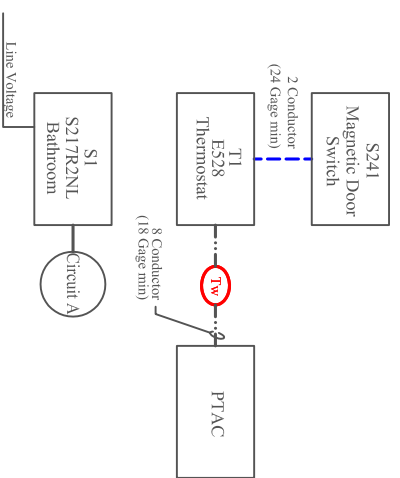
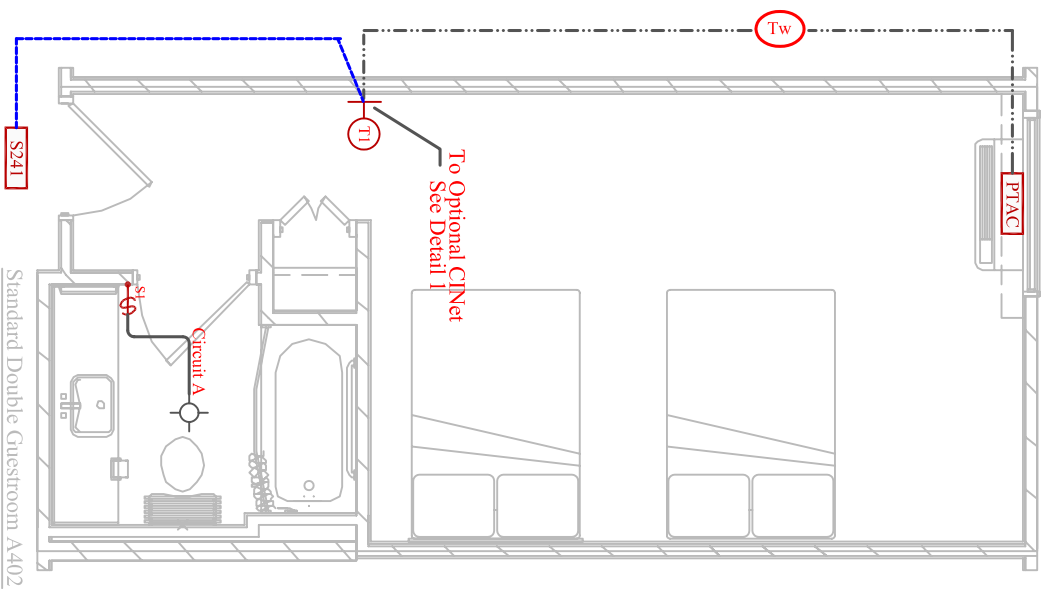
### Competitive Advantage

INNCOM offers an expansive selection of guestroom controls built upon state-of-the-art systems software and product. Hospitality solutions must be multifaceted — simultaneously addressing the needs of property owners to generate profits, the needs of hotel management for efficiency and reliability, and the desires of guests for safety, comfort and satisfaction. INNCOM enjoys an established market position as an ongoing pioneer in guestroom technology development and as a dependable provider of integrated guestroom control systems.

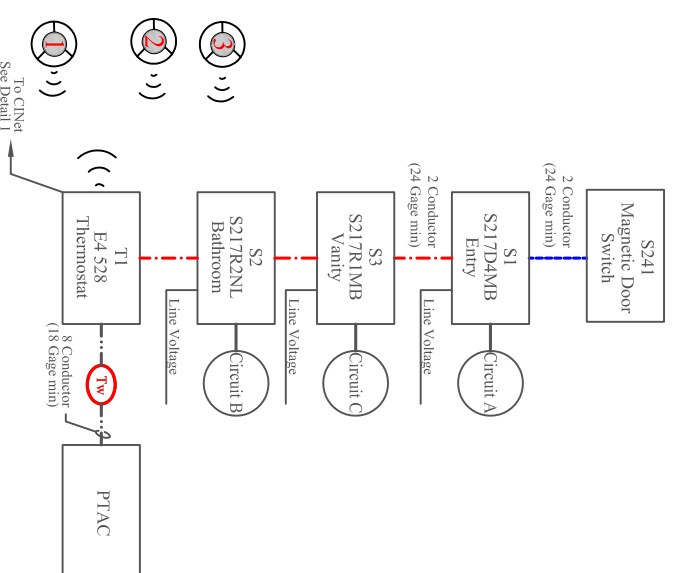
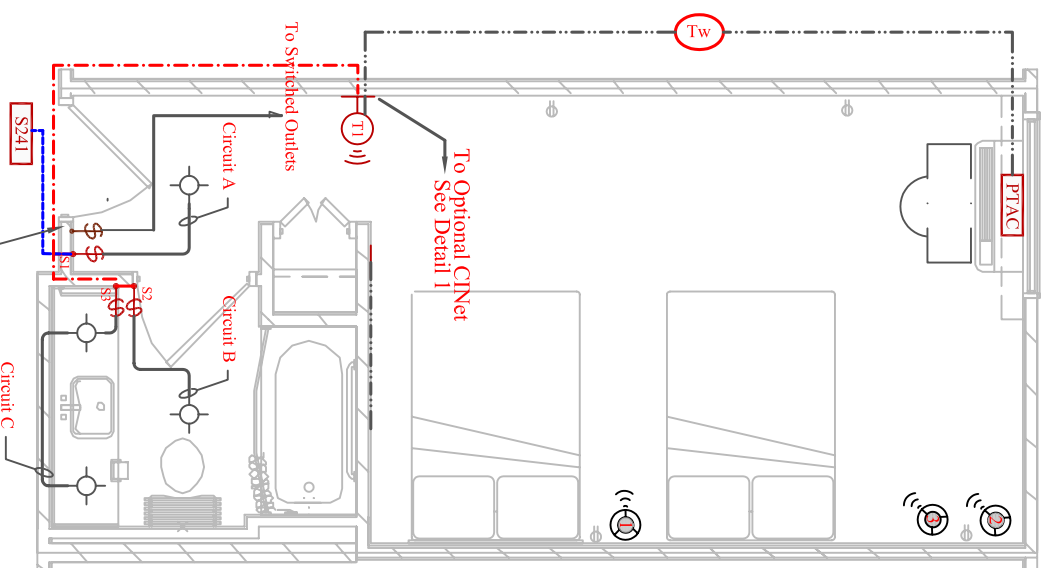
### History

- 1986 Patented diffuse mode infrared (IR) technology for control of lighting, HVAC equipment and drapes, and other guestroom functionality.
- 1987 Developed industry's first integrated bedside console with speakerphone, radio, clock/alarm, wireless control of climate, lighting, TV, and energy management.
- 1989 Introduced first touchscreen console with 2-line speakerphone, radio, clock/alarm, wireless control of climate, lighting, TV, and sophisticated energy management systems (EMS).  
Developed first fully on-line guestroom control system with on-site and remote monitoring of HVAC, lighting, and advanced energy management algorithms.
- 1994 Debuted first wireless infrared on-line lock control system (CELS-3).
- 1997 Introduced first integrated handheld remote control device for climate, lighting, drapes, TV and other AV equipment.
- 1998 Developed first Smart Digital Thermostat incorporating logic board, sensors and relays in a single housing.
- 1999 Mandarin Oriental Hotel Group selects INNCOM as its guestroom control systems provider.
- 2000 Introduced first diffuse mode, fluorescent-immune IR communications protocol for guestrooms.
- 2001 Starwood Hotels & Resorts Worldwide selects INNCOM for energy management system initiative for corporate owned-and-managed properties worldwide.
- 2002 Developed first shared Ethernet backbone for guestrooms to accommodate control functionality and broadband services.  
InterContinental chooses INNCOM systems for corporate-owned properties.  
Johnson Controls OEMs INNCOM energy management and guestroom control solutions.
- 2003 Debuted Guestroom Digital Assistant (GDA-700™) prototype with over 35 distinct features.
- 2004 Hilton Hotels specifies INNCOM thermostat for national Hampton Inn upgrade program.  
Introduced variable speed fan control assembly (VFD-4™) to reduce HVAC noise and control mold spore growth.
- 2005 First GDA-700 installation at Halekulani Suites in Honolulu, HI.  
Deployed RF wireless mesh network for central control of energy management.
- 2006 Introduced the Designer Series fully customizable system of guestroom controls for lighting, climate and more.
- 2007 Introduced ecoMODE, a new way for guests to opt into a hotel's sustainability program and save energy with the simple touch of a button.
- 2008 Introduced the Glass Series Smart Digital Thermostat and Switches.

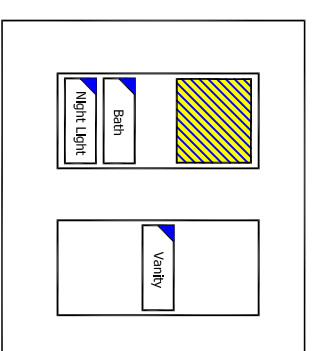
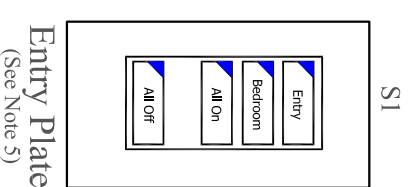
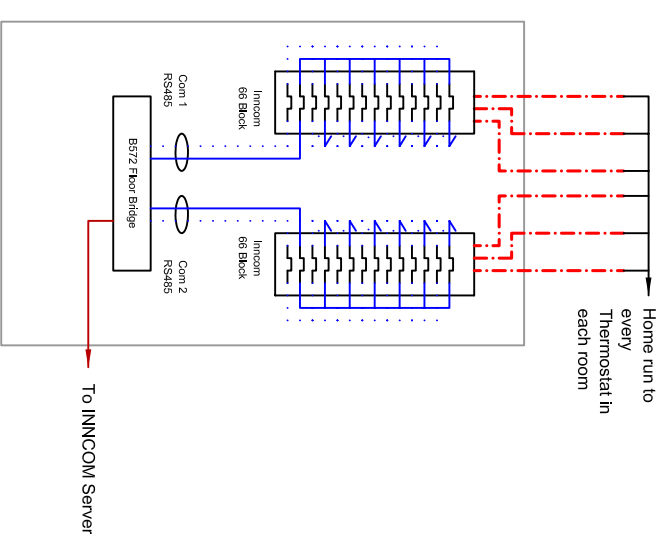
In-Room EMS w/Night Light



EMS with Master Lighting Control and Optional INNtouch



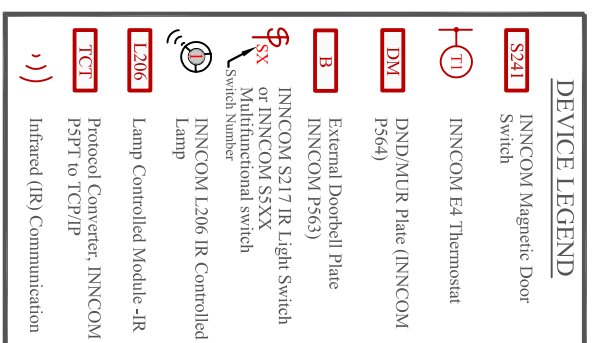
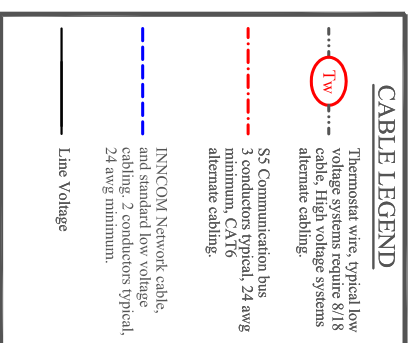
Detail 1 Network Option for INNCOM Systems



DESIGN NOTES:

1. Detail 1 provides a typical INNCOM network schematic. The B572 Floor Bridges can support up to 80 room gateway devices (40 per Com 1 and 40 per Com 2).
2. The thermostat location shown will provide acceptable passive infrared room coverage. Note that thermostat PIR coverage is approximately 179 degrees.
3. Recommend that the E528 Digital Thermostat be mounted using a 4 inch square deep box with double gang mud ring.
4. INNCOM S217 series switches require 3 conductors to function, phase, neutral, and ground. Maximum load for S217R (non dimmable) is 500 watts. Maximum load for S217D (dimmable) is 400 watts. The S217 Switches use a standard single or double gang box (1 or 2 switches), use deep box.
5. INNCOM Switches are not rated for switched outlets unless unique plug/socket is used.

La Quinta Prototype D



REVISIONS	
DATE	DESCRIPTION
2/27/08	Initial Submittal

APPROVAL	
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AE S/GS	
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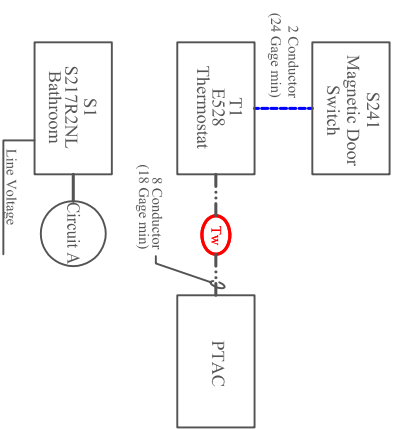
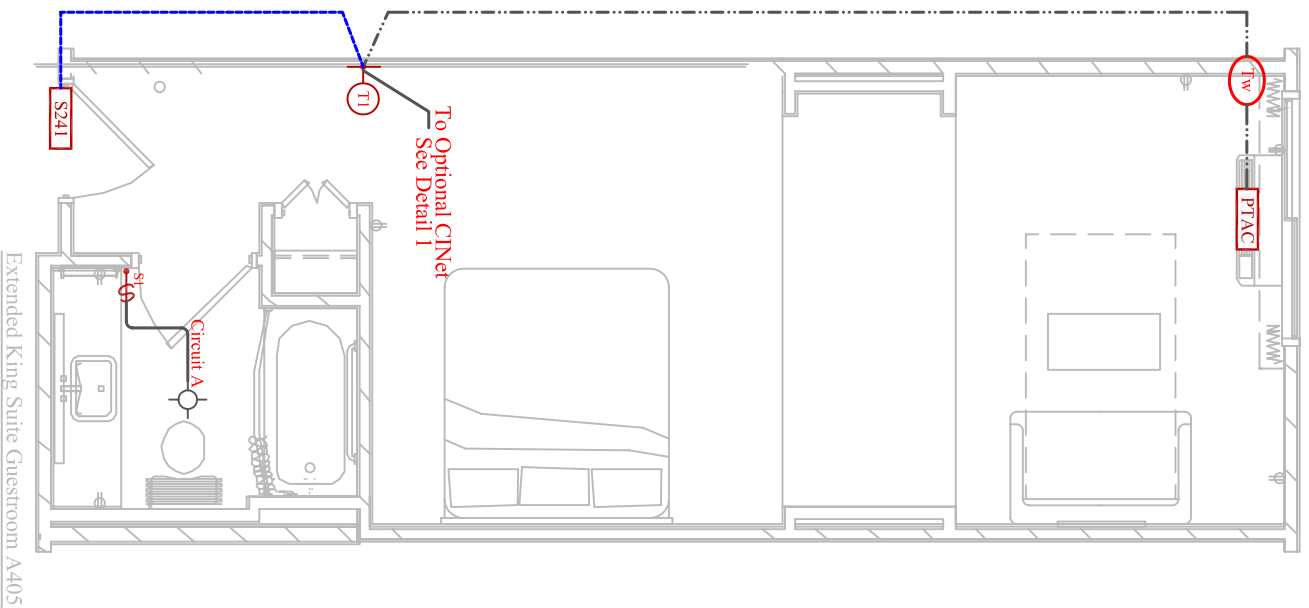
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PROJECT #:	N/A
DRAWN BY:	RMC
DATE:	2/27/08

**LA QUINTA**  
**Prototype D**  
**PRELIMINARY**  
**Not For Construction**

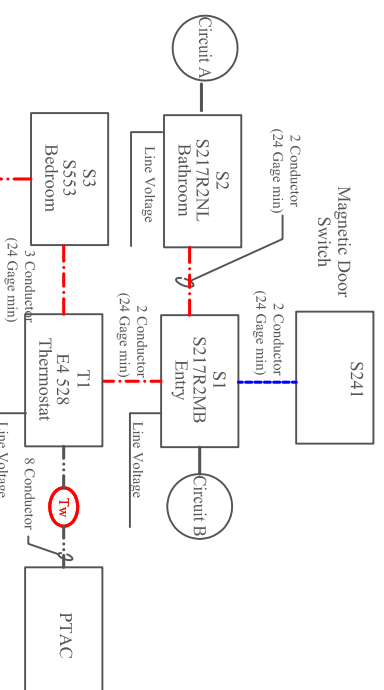
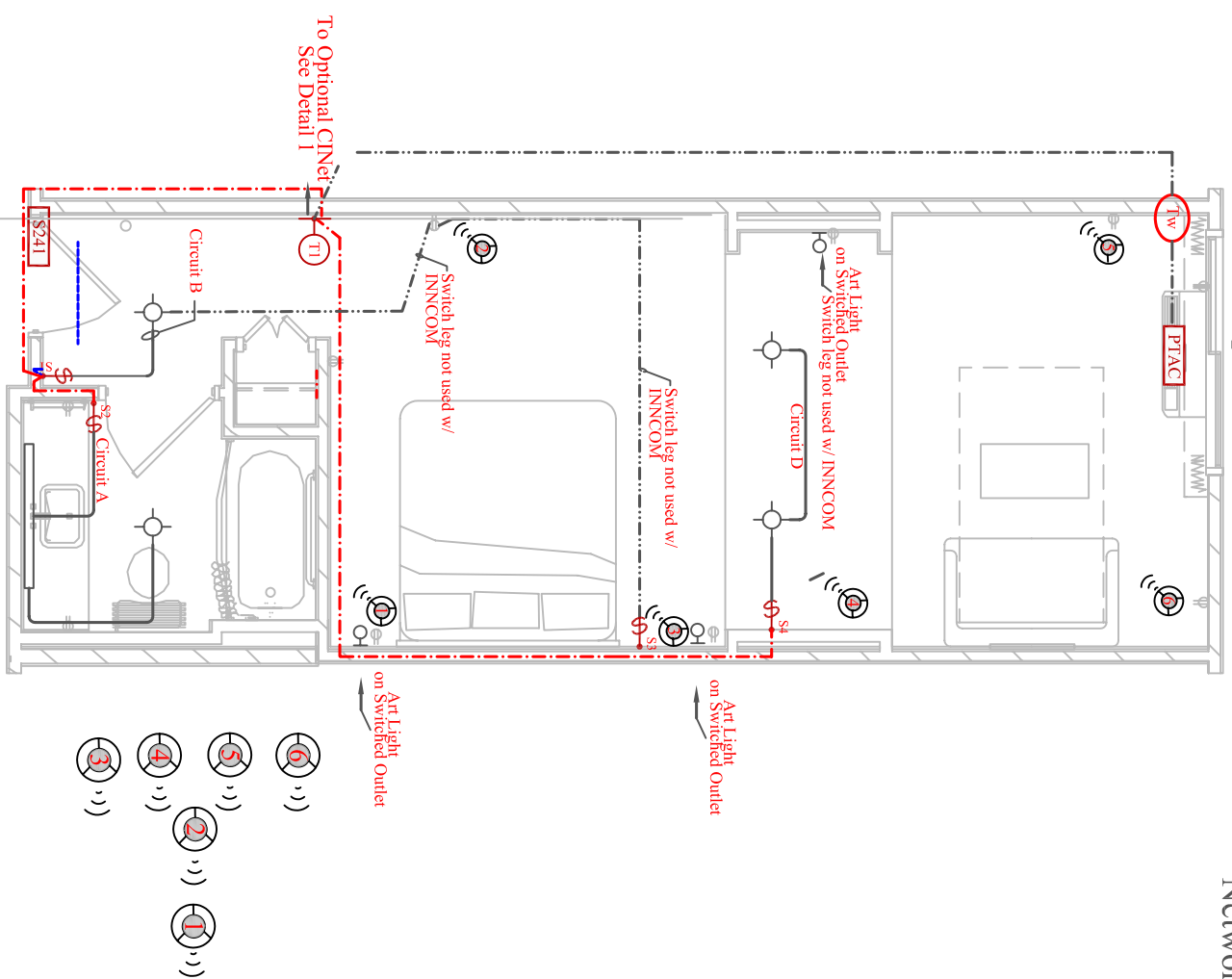
Typical Floor Layout Standard Unit

Sheet 1 of 3

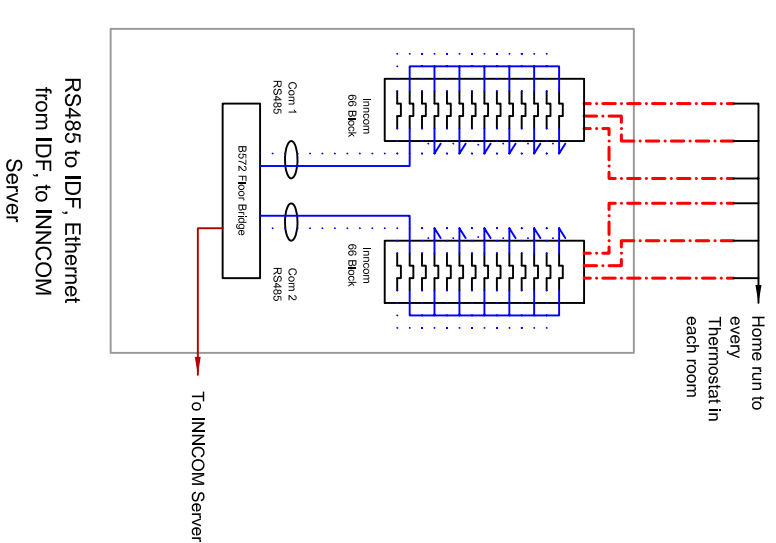
In-Room EMS w/Night Light



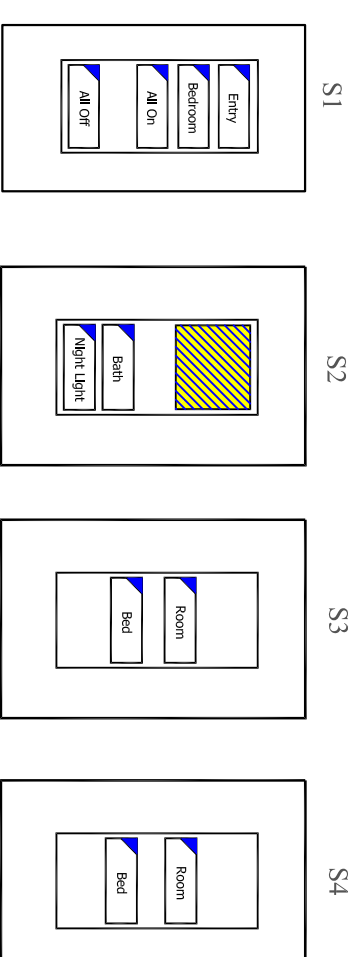
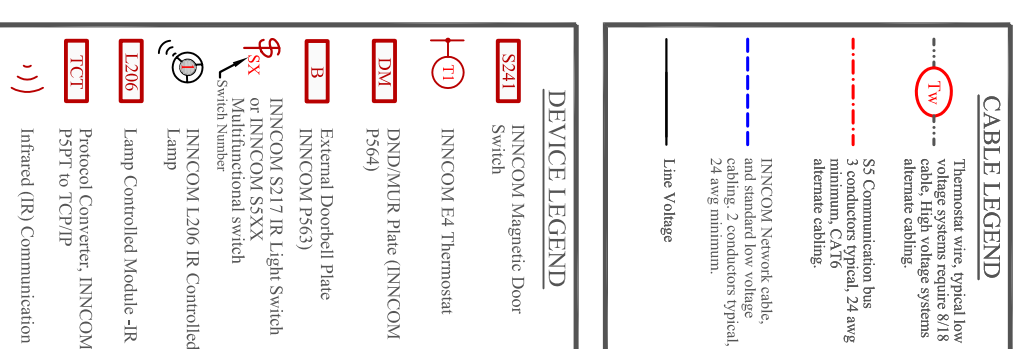
EMS with Master Lighting Control and Optional INNtouch



Detail 1 Network Option for INNCOM Systems



Detail 1



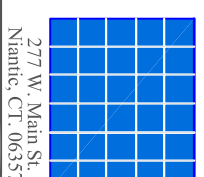
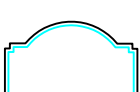
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La Quinta Prototype D

LA QUINTA Prototype D

PRELIMINARY Not For Construction



277 W. Main St.  
Natick, CT. 06357

APPROVAL

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REVISIONS

DATE	No	DESCRIPTION
2/27/08	--	Initial Submittal

Typical Floor Layout  
Standard Extended  
Unit

SCALE: 1/32

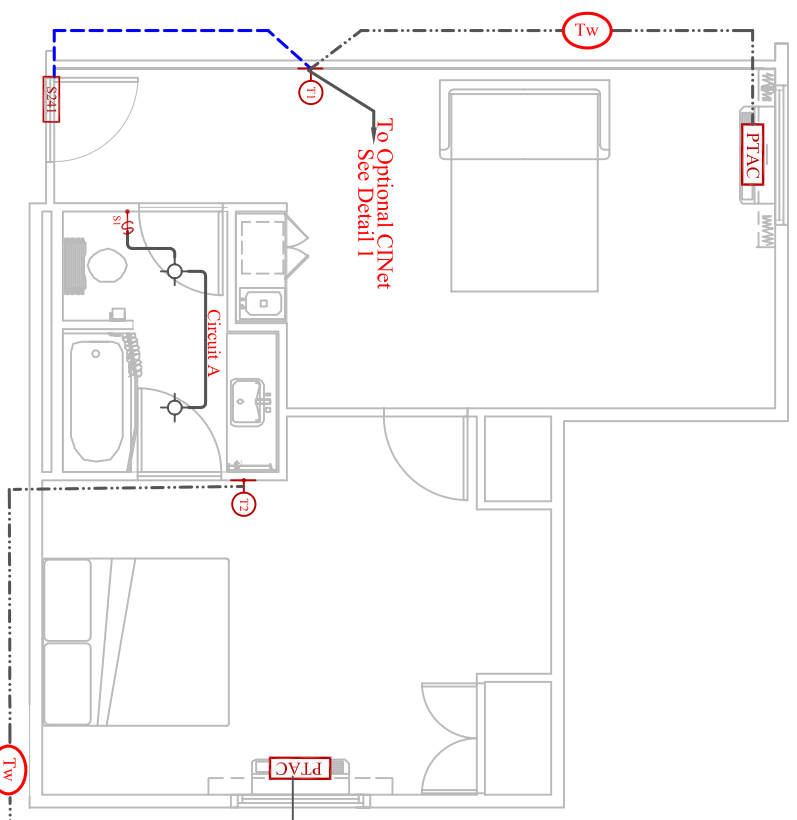
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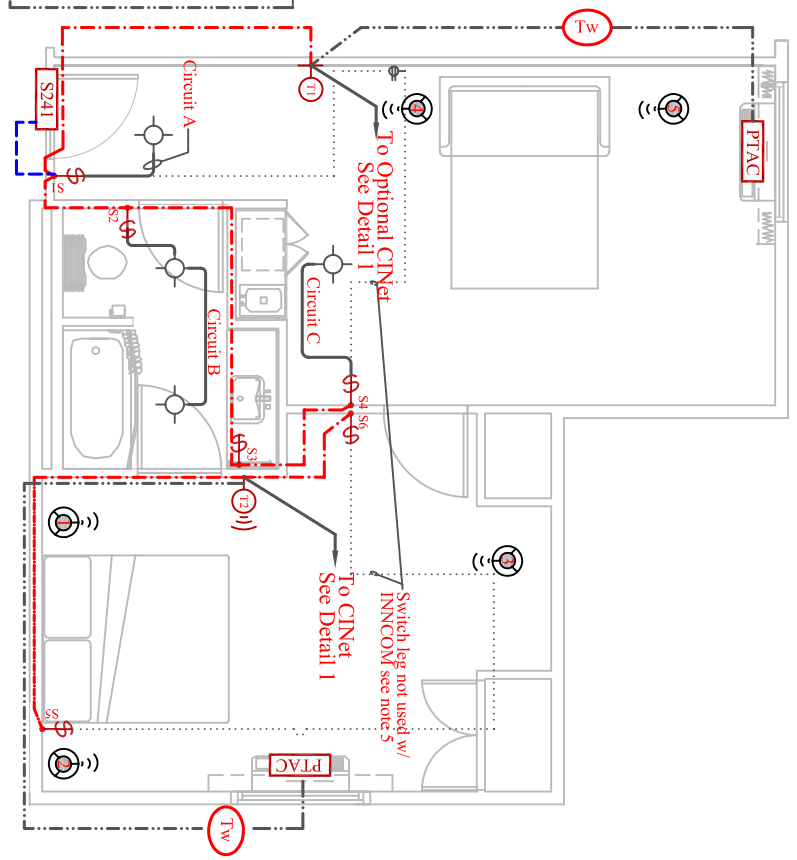
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Sheet 2 of 3

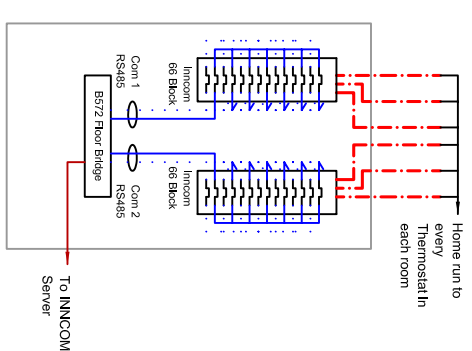
In-Room EMS w/Night Light



EMS with Master Lighting Control and Optional INNtouch



Detail 1  
Network Option for INNCOM Systems



RS485 to IDF, Ethernet from IDF, to INNCOM Server

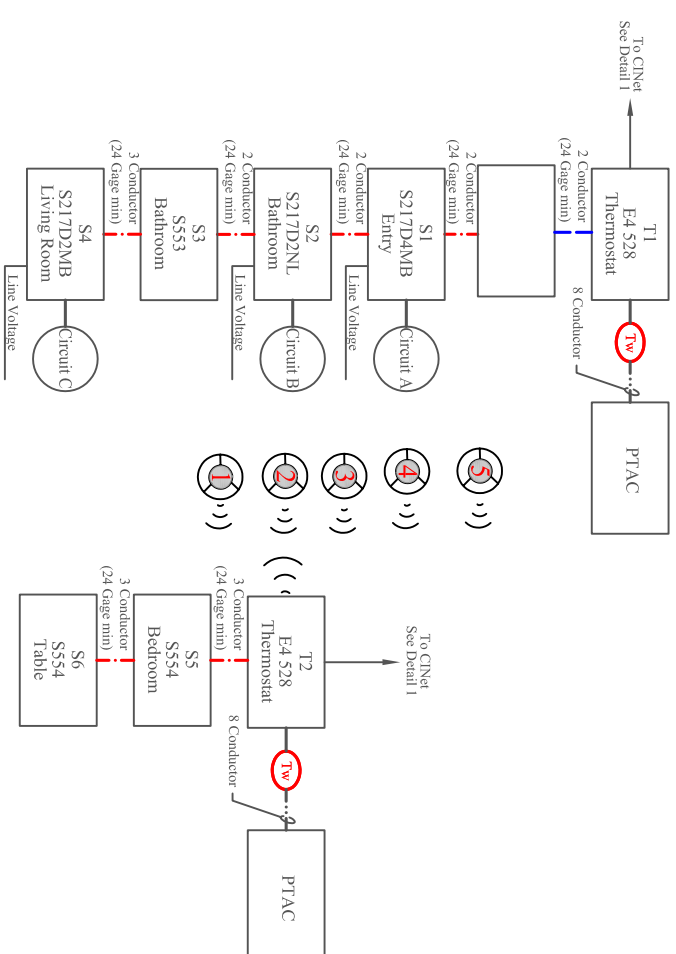
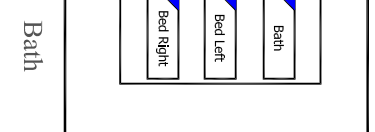
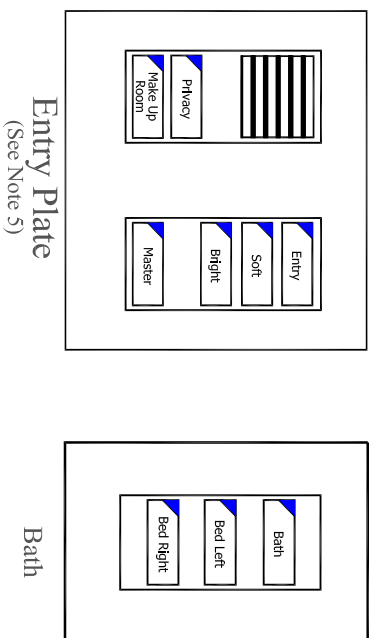
CABLE LEGEND	
	Thermostat wire, typical low voltage systems require 8/18 cable, High voltage systems alternate cabling.
	S5 Communication bus 3 conductors typical, 24 awg minimum, CAT6 alternate cabling.
	INNCOM Network cable, and standard low voltage cabling, 2 conductors typical, 24 awg minimum.
	Line Voltage

DEVICE LEGEND	
	INNCOM Magnetic Door Switch
	INNCOM E4 Thermostat
	DND/MUR Plate (INNCOM P564)
	External Doorbell Plate (INNCOM P563)
	INNCOM S217 IR Light Switch or INNCOM SSXX Multifunctional Switch
	INNCOM L206 IR Controlled Lamp
	Lamp Controlled Module -IR Protocol Converter, INNCOM P5P7 to TCP/IP
	Infrared (IR) Communication

DESIGN NOTES:

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5. INNCOM switches are not rated for switched outlets unless unique plug/socket is used.

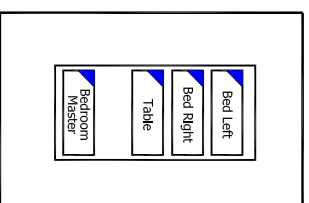
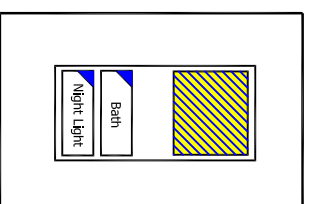
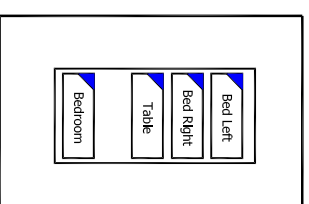
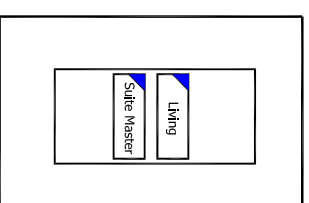


S4

S5

S2

S6



La Quinta Prototype D

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AE	S/GS
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REVISIONS		
DATE	No	DESCRIPTION
2/27/08	--	Initial Submittal

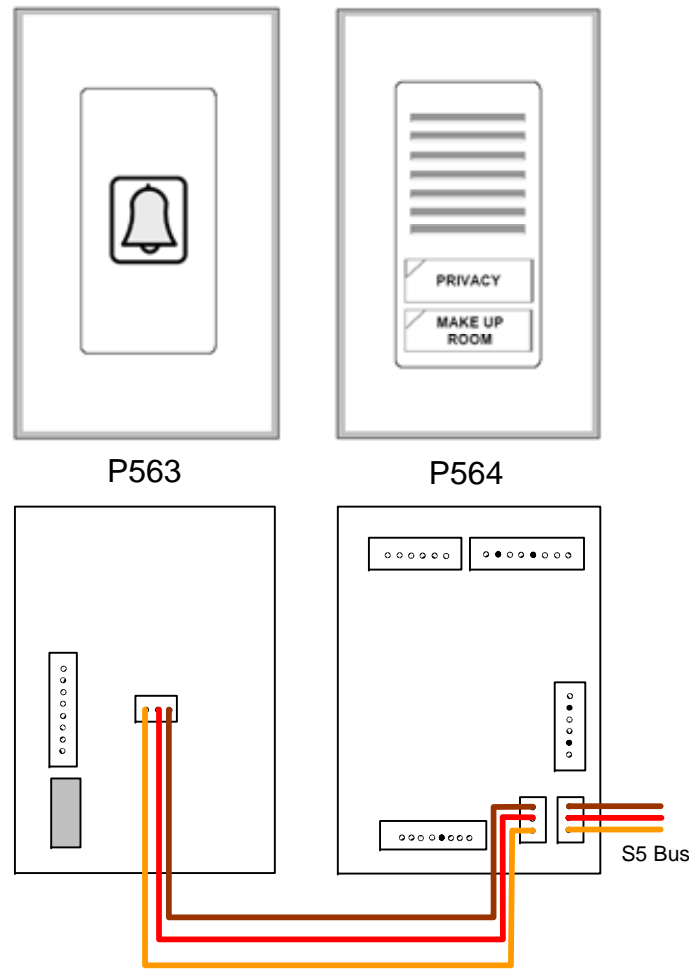
  

Typical Floor Layout 1 Bedroom Suite	
SCALE:	1/32
PROJECT #:	N/A
DRAWN BY:	RMC
DATE:	2/27/08

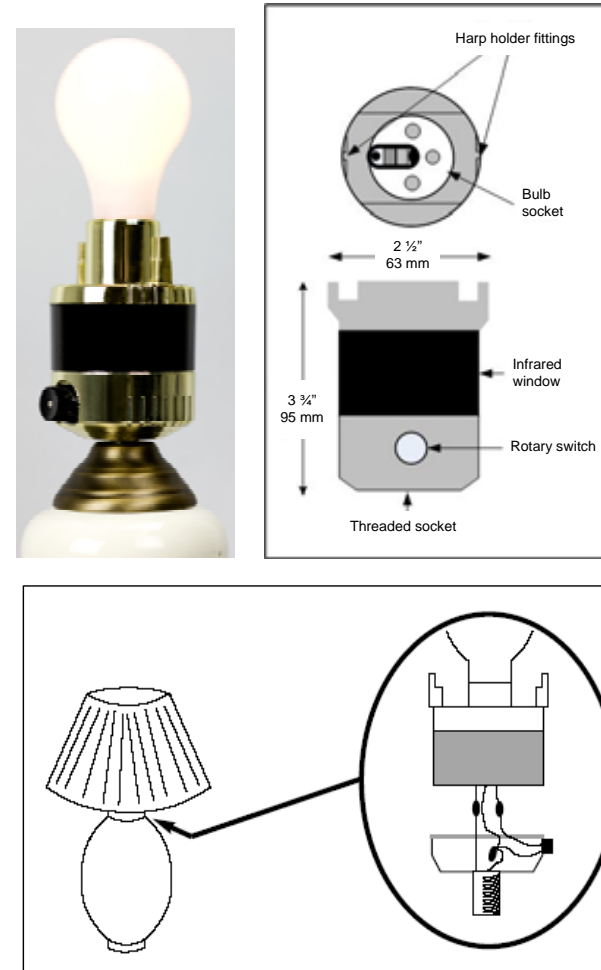
LA QUINTA  
Prototype D  
**PRELIMINARY**  
Not For Construction

277 W. Main St.  
Niantic, CT. 06357

# INNtouch

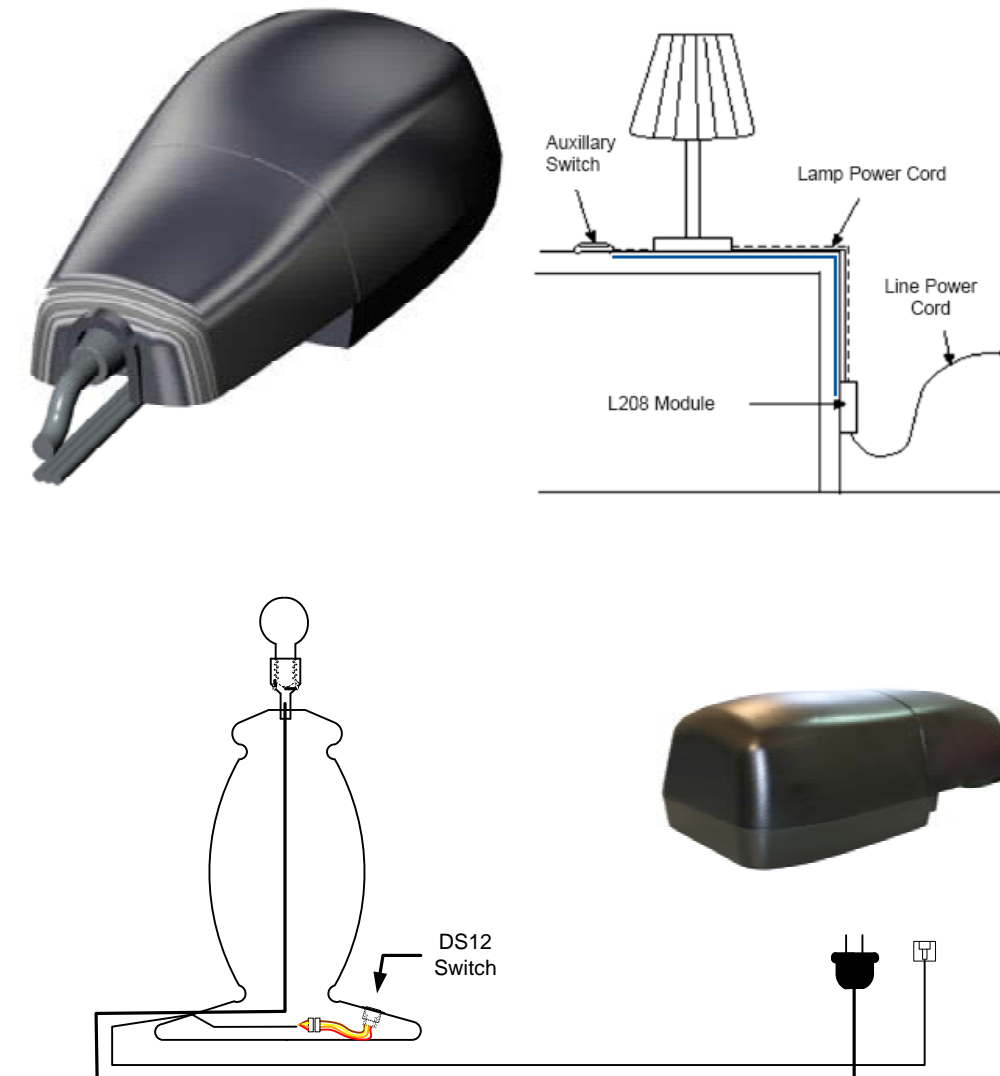


# L206 Lamp Control Module



The L206 Lamp Control Module converts any standard lamp into a remotely controlled lamp. The L206 replace the standard Edison type bulb socket in a single incandescent bulb lamps. It is an addressable mini lamp transceiver which provides for both local lamp control and remote wireless control. The L206 Lamp Control Module can be used in Master Light Switch configurations to control lamps in guestrooms from a single location or at the individual lamp.

# L208 Lamp Control Module



The L208 Lamp Control Module converts any standard lamp into a remotely controlled lamp. The L208 module plugs directly into any 110VAC outlet. The lamp power cord is then plugged into the module and the plastic cover is installed. A DS12 switch may be incorporated into the base of the lamp to allow local control or an auxiliary switch, as shown above, may be used. The L208 Lamp Control Module can be effectively used in Master Light Switch configurations to control lamps in guestrooms from a single location or at the individual lamp.

# LA QUINTA PROTOTYPE D

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REVISIONS		
DATE	No	DESCRIPTION
3/10/08	--	Initial Submittal

- La Quinta  
Prototype D Options
1. INNtouch
  2. Lighting
    - A. L206
    - B. L208

SCALE:	N/A
Project #:	N/A
DRAWN BY:	WSH
DATES:	3/10/08
Sheet:	1/1

# LA QUINTA PROTOTYPE D OPTIONS