



# Installation, Liquidation and Recycling Services

“With technology advancements over the last decade, commercial TVs from any manufacturer are no longer plug and play, and may require technical skills that today’s on-site operations and engineering staff are simply not equipped to handle.”

## OUR EXPERTISE IS YOURS

*Tried & true methods perfected*



- Tired of contractors & day laborers leaving you scrambling to finish TV upgrades at the last minute?
- Concerned that current staff is short-handed or overloaded?
- Need to control overtime & reduce operating expenses with fixed costs and on-time completion?
- Want a partner who gets the most for old TVs with a nationwide network of reliable liquidators & recycling services?
- Looking for a reliable, well-vetted partner that takes ownership of technology upgrades from start to finish?

Our installation & support services, with tried & true methods to the work being provided, leaves little to chance as our detailed end-to-end process optimizes consistency and quality for each hospitality installation without disruption to hotel guests.

## Meet the Truck Installation Services



### SERVICES PROVIDED:

1. Unload and distribute TVs to guest rooms from centralized area within the property.
2. TVs to be unpacked, assembled, and installed using the included base.
3. TVs secured with provided bolts and security nuts (two sided tape available at an extra charge).
4. Provide property with pictures, paperwork for damaged TVs and streamline advance replacement units.
5. Package damage/DOA TVs for return pick up.

## WHITE GLOVE Installation Services



### SERVICES PROVIDED:

1. Includes all aspects of MEET THE TRUCK.
2. Installation of TV servers and programming of channel mapping into the head-end servers will be provided.
3. Installation will also include setting up each individual TV for receiving the programming from the server being installed.
4. Provide customer with a brief, functional overview of system as well as server interface.

**Contact your almo account manager today for a quote**

Email us at [hospitality@almo.com](mailto:hospitality@almo.com) or call us at 888.420.2566

# DON'T OVERLOOK THE SMALL & COMPACT APPLIANCE AND CHARGING SOLUTIONS!

Upgrade and install mini-fridges, microwaves and charging solutions along with the TVs so the room is ready for use right away!



## EXCEED EXPECTATIONS

*Why partnering with Almo works for you...*

- | Almo offers a 100% satisfaction guarantee
- | Guarantee maximum occupancy without disruption to hotel guests with proven methods that avoid downtime
- | Utilize your engineering and operations teams to focus on day-to-day operations and other priorities without adding technology programming/integration that is fraught with hidden costs that can drag down productivity and impact guest satisfaction
- | Our dedicated Installation Partner assists you every step of the way with extensive attention-to-detail and project management, design assistance and follow up including coordination of liquidation and recycling coordination
- | Almo will reserve and stage hardware inventory for your installation in warehouses across the country—we complete the link between television deliveries and the installation schedule
- | Our partner, Steven's Digital has invested millions in systems and processes to develop a well-vetted, skilled in-house installation team

## MEET OUR INSTALL PARTNER

When you partner with Almo, you partner with Steven's Digital Group (SDG) - a privately held, leading installation services provider with nearly 20 years specializing in nationwide delivery of installation and support services dedicated to the unique needs of the hospitality industry.

Steven's Digital Group has been utilized by thousands of management companies, ownership groups and independent properties for deployment of in-room entertainment, digital media and wireless services for new construction and renovation projects large and small, for major brands such as: Marriott, Starwood, Hilton, InterContinental Hotel Group (IHG), Wyndham, Choice and others.

Steven's Digital Group has maintained a strong reputation by continuously investing in on-going training and certifications. Unlike most national general contractors and FF&E firms, SDG has made a commitment to an all-employee staff rather than utilizing a network of sub-contractors or temporary labor. This ensures a level of consistency that is simply unmatched in the hospitality space and SDG's glowing testimonials speak to this.

High standards and meticulous project management in combination with fluid communication assure that you can be confident in partnering with Steven's Digital & Almo.





# Testimonials



## Cathi Hemed

Asset Manager  
Intermountain Management, LLC

"Just heard back from the Sheraton Bellevue property regarding the install of the TVs last week. I have never received such praise for how quickly, professionally, and smooth this project went in comparison to others in the past.

Thank you for recommending Steven's Digital and consider this our hearty endorsement of their services.

I can't imagine anything going any better than it did and the property is extremely pleased with the execution of this project with no guest complaints; and at the end of the day, the staff and the guests are what it comes down to.

This surpassed all of my expectations and if a large overhaul/install is needed in the future, we will definitely reach out to Steven's Digital. "



## Chuck Raymund

Director of Engineering  
Doubletree by Hilton Boston North Shore, Danvers, MA

"To sum up in one word.....flawless. All issues that arose were anticipated and adjusted to in a professional manner.

The hotel was very impressed with the performance of both the installer and liquidators. If you need any future recommendations just let me know as I would be happy to assist. Great Job."



## Rod Temistocle

Director of Engineering  
Kimpton Hotels & Restaurants, Philadelphia, PA

"Your team is exceptional; I applaud them for their professionalism and their can do attitude, I want to thank you for a job well done.

It was a joint effort between my team and yours, the hotel was busy with temple University and Penn State graduations, therefore it was crucial to have the rooms ready for the weekend. The pressure was all over, but we worked together and got it done on timely manner.

Thanks to everyone on my behalf. "

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# Testimonials



## Jason Mahood

Chief Engineer  
Marriott's BeachPlace Towers, Ft. Lauderdale, FL

"Firstly, I would like to thank you and your team for an extremely satisfied completion of the TV installation project.

This have been the smoothest project I have had from my 30+ Capex projects this year.

If your team is ever in need of a reference from another properties install, by all means, I will be happy to oblige."



## Rob Hjort

President, Chief Operating Officer  
Golder Hospitality



"In talking with the property, your crew was terrific to work with. They were professional, courteous and incredibly efficient.

I will definitely call you when I am doing TV replacements at one of our other properties."



## John Benefield

Executive Housekeeper/Adjunct Faculty  
The Hotel at Kirkwood Center, Cedar Rapids, IA

"First I want to thank you and your team for all of the help you provided. It was great to finally meet you. I will say that I would definitely recommend your company to anyone else that would need your services.

Thank you for everything. "

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