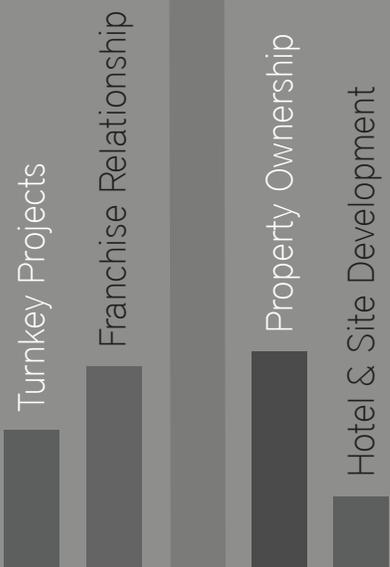




 **IHS**  
Integrated Hotel Solutions, Inc



# Welcome to Integrated Hotel Solutions, Inc.

Established since 1998, and rated among the most successful development and management companies in the country, IHS was founded on the principles of dynamic revenue growth and strategic property development.

IHS Inc. is a development and growth focused company with a proven record of management successes. With visibility in diverse hotel markets such as Houston, Boston, Gulfport, and Atlanta, IHS brings a wealth of experience and knowledge to the table for its management and ownership partners.



*Our team of dedicated, highly qualified hospitality professionals is committed to bringing the greatest ROI for every property IHS owns, manages, and develops. Since establishment of IHS, the goal of our organization has been to provide the highest caliber of management to all our projects and endeavors. IHS is poised to grow with our current and future partners, and consistently innovate to meet the challenges of today's hospitality industry.*

Noman Qamar, Founder & CEO

## development & acquisitions

As one of the top 100 ownership and development hotel companies in the nation, IHS is focused on its path to sustainable growth and long-term partnerships with hoteliers in multiple hospitality markets.



Homewood Suites

We are determined to maintain the highest level of integrity while reaching further to pursue the most aggressive business goals.

Today, IHS is a diverse management, ownership, and property development company that works with its clients / partners to develop, brand, establish, fully-operate, and manage properties. The company's visibility expands in numerous franchise brands such as all Intercontinental Hotel Group brands, La Quinta, Hilton Corporation, all Choice Hotels International brands, and Marriott International.

## turnkey projects

Integrated Hotel Solutions, Inc. is a turnkey project development company. We provide potential investors or owners with the ability to purchase a hotel project that is at the ready to build stage.

What does this mean?

- IHS provides the potential owner with contract to purchase the land / site
- Approved permits and licenses by the city
- Approved plans by the city and franchise company
- And the approved franchise contract

## hotel and site development

IHS partners with highly experienced construction companies, architects, and banks that have a proven track record in building hotel properties.

By working with owners and partners on :

- Land development
- Hotel design
- Franchise approval
- And the approved franchise contract

## franchise relationship management

IHS offers owners and partners of its hotels with a key ingredient to maintaining viability and growth. IHS is an approved management and development company with multiple hotel brand companies, such as: Intercontinental Hotel Group (IHG), Choice Hotels International, La Quinta, Hilton Hotels, and Marriott International.

With strong brand relationships IHS offers its properties with the highest level of relationship management, which includes :

- Negotiating contracts
- Property approval processes
- And construction approvals



## property ownership & partnership

In addition to initiating full hotel development and turnkey projects, IHS is also involved in property ownership and investment. Key IHS investments and projects :

- Prime Georgia market - Candlewood Suites, Camp Creek Airport - Opening Mid 2011
- Holiday Inn Express, Houston TX - Opening end of 2011; Candlewood Suites, Houston, TX - Opening 2nd Q 2012
- Converting an 82-room Comfort Suites into Homewood Suites in Andover, MA

## future hotel markets

While making investments in key market sectors, IHS has also forged ahead to capture future markets in locations like Gulfport, Mississippi. IHS is underway on a major property conversion on an independent hotel, 110-room Crystal Inn and Suites, to a Comfort Inn and Suites.

IHS is also very aggressive in development projects in growing markets across the country. Currently, IHS is developing a 100-room Holiday Inn Express in the Camp.

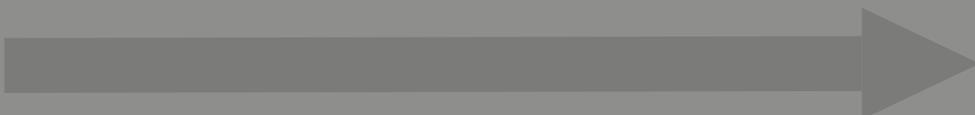


## management solutions

IHS Area Managers work closely with the hotel management teams to implement and execute strategic sales goals and marketing plans, which maximize the property visibility, market base, and revenue.

Designing and implementing aggressive marketing plans is an integral part of the IHS property management strategy :

- Internet marketing strategies designed to take advantage of third party internet companies for increased market exposure and revenue generation
- Initiating marketing plans, business forecasting based on marketing budget, setting future sales goals, and implementing sales blitz



## sales management

- Sales - Implement sales training, set sales management goals, forecast future sales efforts, front-desk sales training, and implement sales blitz
- Marketing - Design and Implement Marketing plan, business forecasting based on marketing budget, analysis of marketing plan, initiate advertising plan, incorporate affiliated travel organizations in marketing efforts
- Internet Marketing - Partnering with third party internet companies helps IHS to leverage better travel services, increased market base, and market exposure to enhance revenue generation

## management solutions

- Staff Management - Hire and initiate training programs for all staff (housekeeping, front desk, general manager, etc.)
- Maximize Revenue and Gross Operating Profit - Financial management services, preventive maintenance, and cost effect initiatives initiating direct sales and marketing programs, comprehensive financial analysis, and maintaining budgeting goals
- Increasing Guest Satisfaction - Implement employee training and incentive programs, and develop cost effective strategies to provide guests with better amenities.





Approved and Certified Franchise relationship for:



[www.ihotelsolutions.com](http://www.ihotelsolutions.com)

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