



## HI-FOG solutions for Hipotels

### Wide coverage

HI-FOG effectively suppresses fires by cooling the area around the flame with high-pressure water mist. For their installation, Hipotels chose the MSPU7 pump unit, which can protect both hotels and the conference center from fires with a single water tank.

### Flexible installation

HI-FOG's small diameter piping made installation quick and easy for the fast-moving hotel project, while simultaneously making the system discreet to future guests.

### Expert service

Marioff Spain's after-sales service will keep the system running optimally over its entire lifecycle, beginning with a detailed commissioning process.

## Hipotels chooses Marioff HI-FOG® to protect their latest hotel project

*The Hipotels Playa de Palma Resort is a beachside getaway consisting of two 4- and 5- star hotels (Gran Playa de Palma, Playa de Palma Palace) and an exhibition center in Mallorca, Spain. The Hipotels chain is based in the Balearic Islands and includes 29 hotels in Spain across Mallorca, Cadiz and Lanzarote. In regular years, the brand contends both with strong domestic traffic during the spring and a heavy tourist flow over the winter months. When they began their latest hotel project, they called Marioff Spain.*

Marioff Spain has built its expertise in the region through a strong portfolio of hotel, office building, and data center projects. Today, the team of 18 provides HI-FOG solutions and after-sales service in both Spain and Portugal.

### Business Challenges

The new hotel project was carried out after a ten year pause in openings for the hotel chain. The solution needed to be able to protect people and property over a large area while being efficient

to install, implement and maintain. For Hipotels, the key issue was the ability to protect all three buildings with a single pump unit.

The key challenges during the Hipotels project were the rapid pace of the installation coupled with the size of the space. Installation at such a fast-moving worksite was made easier by HI-FOG's small diameter piping and streamlined installation process – which serve the secondary purpose of keeping the fire protection system discreet to future guests in the luxurious space.

**” Hipotels has confidence in our technology, company and support. This is a family hotel chain. Each hotel is unique and special, and they’ve chosen very specific and advanced technology, so we’re always looking to maximize lifetime value for them.”**

*Alfonso Pomedá, Managing Director of Marioff Spain*

“When you’re working on a new building, usually people say small piping isn’t needed,” says Alfonso Pomedá, Managing Director of Marioff Spain. “But in this case, when you need to finish a hotel with five different subcontractors working in the same room, it’s not easy. So the small diameter and assembly without welding was a big benefit here. This is one way we offer real added value with our technology.”

## The HI-FOG Solution

HI-FOG and Marioff Spain were up to the task. The HI-FOG high pressure water mist suppression system discharges less water compared to a traditional sprinkler system and effectively suppresses fires by cooling the area around the flame. The small droplets of water mist evaporate instead of soaking the area, ensuring the highest level of business continuity, even in the case of a fire. High pressure water mist is completely safe for people.

Hipotels chose a single MSPU7 pump unit supported with 2,500 sprinklers, 30 section valves and 12,000 meters of tubing. The system’s water supply requires just a single water tank, further reducing water usage throughout the system’s lifetime. Also, the pump

unit and valves were integrated with the building’s fire detection systems to ensure fast activation. The single pump unit solution made installation more streamlined and will simplify future maintenance.

Now that the system is installed, the focus for Marioff Spain has shifted to maintaining a close customer relationship and providing after-sales service and keeps HI-FOG running optimally throughout its lifecycle. The after-sales service begins with a detailed commissioning process at installation, where Marioff goes through how the system operates with the customer in detail. “Commissioning day is a really important day for Marioff, but also for the client. In this case the commissioning was carried out with Fernando Martín, the engineering and maintenance manager, but also with the manager of the hotel, and any maintenance personnel who will be working in the hotel,” says Pomedá.

## Results

The solution provided by Marioff Spain protects all areas of the two hotels and conference center, safeguarding guests and minimizing water damage in the event of discharge. For Hipotels, the

efficiency of the single pump unit will continue to benefit the hotel over the long lifetime of the system.

“HI-FOG technology allows us to guard against many different fire risks with a single pump unit, and the maintenance work is simplified,” says Fernando Martín, Engineering & Maintenance Manager for Hipotels. “To plan and build two hotels with 600 rooms at the same time, in the same place, requires a team as professional as Marioff Spain.”

Marioff will carry out yearly maintenance coupled with refresh training to ensure the system is performing optimally and that all relevant personnel understand its functionality. For Hipotels, their direct maintenance contract with Marioff will decrease and stabilize the overall cost of the system.

Pomedá sees the long-term value of HI-FOG and maintaining close relationships with customers.

“It’s important to be very close to the client. The year 2020 has been a dramatic one for the hospitality industry, so we’ve let them know we’re always there if they need us – and not only in a business sense.”



# Marioff

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