

SIHC

Your **Swiss** quality partner
with international experience for your
HOTEL, HEALTH CARE & TOURISM PROJECT



SWISS INTERNATIONAL
HOSPITALITY CONSULTING



Our international network of consultants guides you, supports you and consults you through your projects. We understand our mission to help you to close the gap from where you are now and where you want to be in the future.

We build the bridges between today and the achievement of your goals tomorrow and we do it by optimising quality and financial results of your investments going beyond your expectation. Your rate of success will increase multiple times with a professional, experienced and trustworthy consultant from SIHC at your side.

BUSINESS ANALYSES & STRATEGIES

PERFORMANCE MANAGEMENT

NEW DEVELOPMENTS & RE-POSITIONING

HUMAN RESOURCES / TALENT MANAGEMENT

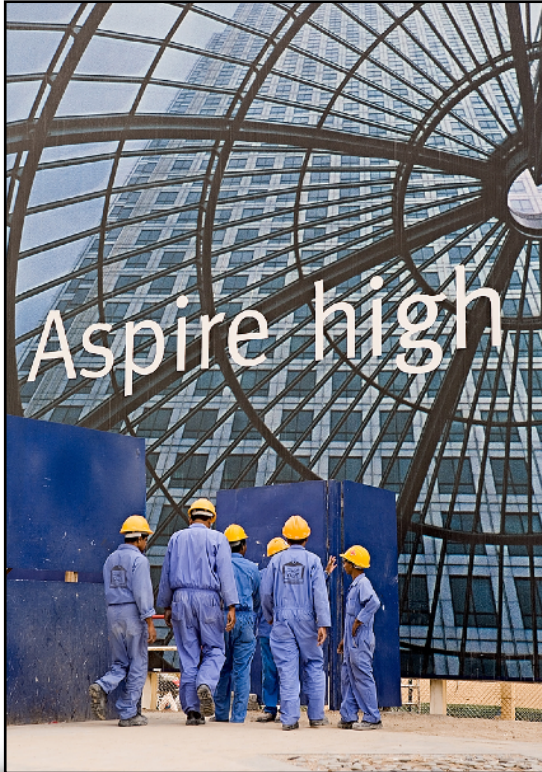


As an owner of a prestigious hotel development in Ulaanbaatar I very much depended on the expert knowledge of the internationally experienced SIHC consultants. The quality of decision making could be optimised and the hotel

opening process run as smooth as it possibly could. Big thanks to the SIHC team for saving us time and troubles and undoubtably lots of money.

J. Baatar - UB, Mongolia

Our Fields of Expertise



New Developments

- Project Development
- Feasibility Studies
- Management/Franchise Selection
- Pre-Opening Assistance
- Critical Path
- Pre-Opening Budgets
- FF&E Sourcing/Procurement



New & Existing Operations

- Sales & Marketing Strategies
- Food & Beverage Strategies
- SWOT Analysis
- Market Trend Analysis
- Human Resources
- Sustainable Recruitment
- Team Member Satisfaction / Loyalty
- Team Member Training & Motivation
- Interim Hotel Management
- Executive Search



Existing Operations

- Re-Positioning
- Change Management
- Performance Analysis
- Performance Management
- Profit Optimisation
- Revenue Enhancement
- Market-share Improvements
- Cost Management / Benchmarking
- Quality Assurance
- Mystery Shopping
- Guest Satisfaction Survey
- (Re-)Investment Planning
- Service & Technology Trends

SIHC is a truly international group with all together over a hundred years of experience in the industry. There is simply no geographical borders to take advantage of our expert knowledge.

Our network of hospitality professionals reaches every corner of this world and it is our mission to pinpoint the best placed and experienced consultant for your project.

We have been particularly involved in fast developing areas such as the Middle East, Greater China, Southeast Asia and we are getting more and more active in Africa, Eastern Europe and India.



Thanks to the many great advises and analyses of SIHC our mixed use developments in the GCC turned into a great success. Their international network of consultants is

remarkable and the depth of knowledge and experience invaluable. Will also want to have SIHC on our next project in Lebanon.

Mohammed S. - Dubai, UAE

Types of Engagements

There are many ways for SIHC to support you and enhance your projects. In general they range...

- ..from a basic analysis to a more complex strategy
- ..from the introduction of a new quality or revenue-generating program to the project leadership of a pre-opening
- ..from a simple advice on a critical investment to the permanent link between owner and developer

SIHC Mandates

Project Leadership

Let us discuss the many options of co-operation and support we may give you and your undertaking. Be assured of one thing and one thing only: Dollars spent on professional consulting can improve your decisions and your processes and tremendously increase the success of your efforts and investments.



After the third season we are impressed by the success of our Finca hotel operation and like to believe that we would not have been able to achieve such great results without the involvement of SIHC and its team. Their guidance and



Owner's Representative

Member of the Board

According to your desired profile and the level of engagement, we propose several candidates for owner's representation or board membership of your institutions.

This collaboration requires a very high level of trust that we have earned through professionalism and proven success.

continuous input on our marketing efforts and thorough analysis of our customer feedback have been of tremendous help, the improvement plans a true business accelerator.

Maria X. - Palma, Spain

Customer satisfaction is our first business objective and we do not leave a project before our client is not happy with the result of our work. If improving your project's bottom line is not reason enough to engage us, what about our..

..international hospitality & tourism experience

..worldwide network of trustworthy senior consultants with knowledge in the local markets

..expertise of the industry's best practices and future consumer trends

..excellent communication in multiple languages

..fair and transparent compensation scheme with success guaranteed

..availability and flexibility to suit your individual needs



Great hoteliers are those who anticipate the guests' needs, go beyond their expectations and work with great passion and dedication. This is how the SIHC Associates run their businesses during decades in the most spectacular properties

worldwide and this is how they consult and support their clients today. We do not see neither hospitality nor consulting as a job, we see it as a mission.

Markus Kraus Founder/CEO



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