

# ENCORE ENTERPRISES

Dallas based management company selects WorldVue technology and service for whole hotel portfolio of Hiltons and Marriotts



## AT A GLANCE

**125+**

TOTAL TRANSACTIONS

**\$2.9 Billion+**

TOTAL TRANSACTION VOLUME

**12**

CURRENT PROPERTIES SERVED BY WORLDVUE

*For over 5 years, we've been partnered with WorldVue to provide the best technology to our properties and ultimately our guests.*

*Our mission is to provide properties with cutting-edge products that enable guests to enjoy their stay.*

### GLENN PEDERSEN

*President of Hospitality*



## OBJECTIVES

Encore Enterprises wanted a partner to trust when it came to the choosing the right technology for their properties. Over 5 years ago Encore started to transition all their Hilton and Marriott properties over from other TV providers to WorldVue.

Encore was focused on the bottom line, price.

Through WorldVue's special Hilton programming rates to the WorldVue HUB™ platform through Marriott properties, Encore was able to provide the best technology for their properties at the lowest cost.

## SOLUTIONS

WorldVue worked with Encore to review their current technology and provide expertise in areas of programming and technology. One solution to lower the prpm rate was to take away premium channel is all Marriott's as it is no longer a brand standard. This saved Encore up to \$1.50/prpm.

"We have always been pleased with the reliability of the TV service and customer service to follow up if any guest related issues arise," said Glenn Pedersen, President of Hospitality Encore Enterprises.

"We have agreements with WorldVue whether or not the hotels have a Hilton or Marriott Brand over the door," Said Pedersen. "Whenever the opportunity arises we will convert any hotel with another Cable TV provider to WorldVue."

Encore has become a lifelong partner with WorldVue.

## BRANDS MANAGED BY ENCORE ENTERPRISES

**COURTYARD**  
BY MARRIOTT

**Residence INN.**  
BY MARRIOTT

**Fairfield**  
BY MARRIOTT

**aloft**  
HOTELS

**DOUBLETREE**  
by Hilton™

**Hampton**  
by Hilton

**EMBASSY SUITES**  
by Hilton™