



| *Book Wellness*

Spa and Fitness equipment

Corporate Global Procurement

MAY 2026

RAFFLES

ORIENT  EXPRESS

BANYAN TREE

LEGEND

Fairmont

SO'

SOFITEL

onefinestay

RIXOS

mantis



pullman

swissôtel

ANGSANA

25h
lifestyle hotels club

Art Series

MÖVENPICK

GRAND MERCURE

PEPPERS

THE
SEBEL

mantra-

NOVOTEL

Mercure

adagio

MAMA
SHELTER

BreakFree

ibis

ibis
STAYS

ibis
BUDGET

JOE
JOE

hotelF1

1

Our referenced suppliers

SMALL EQUIPMENT



GHARIENI

"More than just an equipment manufacturer, we strive to offer our clients an exceptional wellness experience while also providing therapists with ergonomic and comfortable designs to minimize discomfort."



-30%

On tables, furnitures, trolleys, stools, accessories*
if ordered directly to Gharieni Germany

-20%

On speciality tables*

Services

Tailor-made

X

Catalog product modification

✓

**EXW prices*

Why Gharieni?

- Made in Germany
- ISO 13485
- Warranty spa tables & treatments beds : 10 years (metal parts & frames), 5 years (motors), 3 years (other parts)



Website

Geographical coverage : Worldwilde

Office: Gutenbergstr. 40, 47443 Moers - GERMANY



Contact

Haddou, Aurore | Gharieni Group
a.haddou@gharieni.com



OAKWORKS

"Oakworks proposes multi-Treatment tables, accessories and trolleys. Made in the USA with the highest level of safety certifications, & sustainable manufacturing practices. Bespoke finishes combined with innovative design, superior ergonomics and best in class, warranty & longevity."



30-45% on public prices*

EXTENDED WARRANTY

1-year

Services

Tailor-made

Catalog product modification



*EXW prices

Why Oakworks?

- Fast manufacturing lead times and minimal maintenance
 - Custom Innovation and Engineering
 - Risk Management- global safety certifications



Website

Geographical coverage : America, Europe, Asia

Office: 923 East Wellspring Rd., New Freedom PA 17349 USA



Contact

Brian Paris

bparis@oakworks.com

OAKWORKS®



LEMI

It was the early 1990s and new wellness concepts were being combined with a spirit of creativity, initiative and passion for design, thus transforming the dream into a far-reaching enterprise. Thanks to its intensive research and development, as well as its continuous pursuit of new industrial paradigms, the company has now come to be recognized as one of the major players on the international scene. The company is renowned for its exceptional **design, research, technology, quality, functionality, and meticulous finishing.**



-30% on public prices*

Services

Tailor-made



Catalog product modification



**EXW prices*

Why Lemi?

- 3 direct offices : US, Italy and Middle East
- Certified 100% Made in Italy: Italian design, quality, technology and craftsmanship
- Dedicated services pre-openings (layouts, renderings, tools and technical support to ID, architects, project leaders)



Website

Geographical coverage : Worldwide, except Japan

HQ Office: Via Mara Maretti Soldi 13 – 26011 Casalbuttano - ITALY



Contact

Elena Bazzocchi

elena.bazzocchi@lemigroup.it

Lemi
ITALIAN WELLNESS EQUIPMENT™



LPG

LPG® Systems, founded in 1986, is a pioneer and world leader in natural, non-invasive face and body care solutions. Acquired by the Carlyle Group in 2018, the company has significantly expanded its global footprint, now present in 100 countries with seven subsidiaries across 9 European countries, as well as one in the USA and one in China, further supported by 57 distributors. Since its inception, LPG® has proudly developed its technologies in France, including the creation of the renowned endermologie® technique.



-10% on public prices*

Services

Tailor-made



Catalog product modification



Why Lemi?

- **Production** : All technologies are proudly developed and produced in France.
- **Advanced Technology** : Discover the new ENDERMOLINK™ professional app, offering innovative services such as onboard tutorials, ultra-personalized treatments, GPS integration, and comprehensive beauty assessments with photo tracking.
- **Quality & Certifications**: Recognized for over 175 scientific studies, patented innovations, and medical licensing across the globe.



Website

Geographical coverage : Worldwide

HQ Office: 30 rue du Docteur Abel – 26000, Valence, France



Contact

Sebastien PONCE

Sebastien.ponce@lpgsystems.com

LPG®
endermologie



LIVING EARTH CRAFTS

Since 1973 LEC has led the way in true product innovation by marrying sustainable manufacturing, comfort, function, and style. LEC combines bespoke finishes with practical features for the therapist and unsurpassed comfort for the guests. A fact proven by having won Innovate, Favorite Treatment Table & Nailcare Furniture Manufacturer, as well as Customer Support Awards year after year since 2010.



-33% on public prices*

EXTENDED WARRANTY

Parts & labor : 3-year warranty

Services

Tailor-made



Catalog product modification



**EXW prices*

Why Living Earth Crafts?

- Global Manufacturer – Facilities in Vista, CA and Qingdao, China
- European Fullfillment Warehouse in Rotterdam, Netherlands
- Net Zero Carbon Footprint and use of Earth friendly materials



Rosewood Hong Kong - Century City table



Ritz Carlton Dubai - Pro Salon Modern



W Hotel Away Spa Dubai - Infinity GT



Kahala Resort Hawaii - ZG Lounger-Luma-Duet stool



Pro Salon Kensington - Kempinski - Beijing



Pro Salon Craftsman - Ithaafushi Spa, Waldorf Astoria - Maldives



Website

Geographical coverage : Worlwide, except Brazil, Cuba, Iran, North Korea and Iraq

HQ Office: Earthlite, LLC 990 Joshua Way Vista, CA 92081, USA



Contact

Erica Coble

erica@livingearthcrafts.com



CODE

*"We create an authentic guest journey combining exquisite aesthetic taste and comfort, performing functionality and distinctive material quality.
Proudly far from mainstream standards. Proudly French."*



-10% to -15%

Beds: depending on the number*

-20% to -30%

Options: depending on the number of beds*

EXTENDED WARRANTY

Motors: 5 years

Services

Tailor-made

Catalog product modification



**EXW prices*

Why Code?

- Made in France
- Product finishes are done manually
- Full service with the second furniture procurement company
Konex Ltd



Website

Geographical coverage : Worldwide

Office: 15 Avenue du Général de Gaulle, 33120 Arcachon - FRANCE



Contact

Laurent Malbert

lm@chillout-design.com

CODE
CHILL OUT DESIGN EVOLUTION
Luxury spa furniture



PBI – PROBEAUTIC INSTITUT

THE ONE STOP SHOP SPA SOLUTIONS



Referenced by Accor Purchasing



Offer

-10% off throughout the catalog
+ Special conditions for opening projects ;
contact us !

Equipment list

- spa equipment
- mani-pedi equipment
- spa ambiance & decor
- spa retail boutique
- disposable linen & apparel
- spa apparel, linen & uniforms
- massage & skin care
- well tech
- waxing
- sanitation & cleaning



Quality & Certification

- SPA-A member
- Ethifinance rated
- Pure Océan Sponsor
- Citeo member
- ÉcoSystem member



Geographic scope

France, Monaco, Andorre, Switzerland,
Europe, Middle-East, Africa, Dom-Tom



Hotel segment

Luxury & Midscale / Premium



Key figures

- Creation date : 1996
- Consolidated turnover : € 15 millions without VAT
- Number of employees : 50
- Number of customers : more than 2,000 Hotel's Spas
- 3500m² warehouse
- Number of references : more than 6,000 references



Partner hotels

Thalassa Sea & Spa Les Cures Marines
Novotel Avignon Centre
Mercure Cabot Bordeaux

[I access the website](#)

Contact us: (all zones except Switzerland) mohamed.araii@pbifrance.com , bruno.rebibou@pbifrance.com

Contact us: (Switzerland) fanny.weber@pbisuisse.com, kevin.starck@pbisuisse.com

Supplier benefits

- 360° supplier
- 27 year's experience
- Reactivity
- Reliability
- Availability
- Assistance



ESTHÉTIQUE | SPA | WELLNESS



SPA EQUIPMENT



MANI-PEDI EQUIPMENT



SPA AMBIANCE & DECOR



MASSAGE & SKIN CARE



DISPOSABLE LINEN
& APPAREL



SPA APPAREL, LINEN, BLANKET
& UNIFORMS



WELL TECH



WAXING



SANITATION & CLEANING



SPA RETAIL BOUTIQUE

2

Our referenced suppliers

BIG EQUIPMENT





About them

Iyashi Dôme, the leader in **infrared wellness**, blends Japanese **Sunay Ryoho** tradition with cutting-edge technology.

Our **natural, non-invasive, and hands-free** treatment redefines luxury self-care.

Effective for **detox, muscle recovery, slimming, and anti-aging**. Backed by **scientific studies**, it promotes deep **sweating**, flushing out **toxins** and **heavy metals**. Feel renewed with enhanced **skin glow** and full-body **well-being**. Trusted by world-class **spas** and **luxury hotels** seeking the ultimate wellness experience.



Commercial Contact

Florent CORNELIS
florent@iyashidome.com
+33 (0) 634 240 722

Accor Conditions

Discount on public prices: **10 to 20%**

Warranty: 3 Years

Price on request depending the region

Payment terms: 30% order, 30% expedition, 20% reception, 20% during live training.

Geographic Scope

Scope: Worldwide

Production: Japan & Italy

Offices: Paris (France), Geneva (Switzerland)

Previous projects

Sofitel Agadir Thalassa sea & spa, Agadir (Morocco)

Shangri-La Le Touessrock (Mauritius)

The Lana Dior Spa, Dubaï (UAE)

Four Seasons Resort Jumeirah Beach, Dubaï (UAE)

Kisawa Sanctuary, Bengueria Island (Mozambique)

Airelles Château de la Messardière, Saint-Tropez (France)

"Building on the heritage of Italian style and design excellence, Myrtha Wellness creates immersive experiences that are a treat for the senses. Every environment we create has its own personality and is crafted to meet the needs of our customers. Myrtha Pools is a famous worldwide reference."



Preliminary consultancy free of charge

Technical work on the implementation of the products (if not given by the architect) : negotiated prices

Services

Tailor-made



Catalog product modification



**EXW prices*

Why Myrtha?

- Preliminary consulting and concept design
- Engineering and research & innovation capacity (70+ engineers & architects)
- High technological content using innovative and sustainable materials



Website

Geographical coverage : Worldwide

Office: via Solferino, 27 46043 Castiglione delle Stivier (MN) - ITALY



Contact

Frédéric Tomarchio

Frederic.Tomarchio@myrthapools.com and
accor@myrthapools.com



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Our referenced suppliers

FITNESS



Fitness product families: Indicative prices

STRENGTH 		CARDIO 	
Racks 	300€ to 2 700€	Rowers 	1 100€ to 2 300€
Benches 	300€ to 3 600€	Exercices bikes 	1 500€ to 5 800€
Plate loaded 	900€ to 4 500€	Treadmills 	2 900€ to 6 700€
Cable stations 	2 200€ to 6 600€	Cross Trainers 	3 100€ to 7 200€
Selectorized 	2 000€ to 7 800€	Stair Climbers 	2 800€ to 8 500€

Complementary offer / Functional: multigyms, exercise tools, stretching, free weights, digital screens (app: monthly subscription)...

➤ **Typical mix of equipment in Hotels' gyms:** 50% cardio, 35% strength, 15% functional

➤ **Average budget for premium and luxury:** 800/1100€ per sqm



Accor does not accept home use products for the following reasons:

Overview Accor Fitness versus Consumer Fitness

	Accor Benefits	Consumer Fitness
<i>Best favoured pricing</i>	➤ Negotiated pricelists ➤ Specific product ranges according to our hotel brands / budget. ➤ Expertise to develop a specific product offer to meet hotel budget while maintaining the right level of quality expecting for each brand.	✗
<i>Warranty</i>	1-year to 3-year warranty depending on products	1-year to 2-year warranty
<i>Maintenance</i>	It is advisable to check the devices once or twice a year . Each supplier offers its services for maintenance, through different offers (on request) .	✗
<i>Recycling</i>	➤ They will coincide the extraction with the delivery of the new gym equipment to minimize disruption at the hotel. ➤ A possible buy back price (if no zero commercial value for the products)	Possible buy back price
<i>After sales support</i>	➤ Dedicated hospitality aftersales support: 97% of service requests are dispatched within 24hrs/48hrs. ➤ Dedicated Accor team for problem solving	Consumer care service
<i>Rental</i>	Possible financial solutions depending on suppliers, request for quotation.	✗

TECHNOGYM

"The company's core offering is the Technogym Ecosystem, made of cardio, strength training and functional smart equipment, together with the most advanced networking platform and full range of services."



-10% to -35%
On public prices*

2 years (spare parts), 1 year (labor) warranty

Accor employees offer
-15% on public prices*

Product recommendations by hotel range:

 Cardio, Excite Live 500 700 900 /Strength, Selection 700

 Cardio, Excite Live 5000 7000 9000 /Strength, Selection 900

 Cardio & Strength, ArtisLine

*EXW prices

Why Technogym?

- A total wellness solution smart connected equipment, digital solutions, programs & education, financial services...
- Technogym Interior Design services
- Mobile experience to your guests & activate additional revenues streams.



Website

HQ Office: 2861, Via Calcinaro - 47521 Cesena, ITALY



Contact

Angelo Goggioli - agoggioli@technogym.com

Camilla Menegazzo - cmenegazzo@technogym.com



- **Global** Director, Angelo Goggioli agoggioli@technogym.com
- **EUROPE** Regional Manager, Camilla Menegazzo cmenegazzo@technogym.com
- **LATAM** Regional Manager, Cesia Rojas crojas@technogym.com
- **APAC** Regional Manager, Ricky Schulze rschulze@technogym.com
- **MEIA** Regional Manager, Ana Totic atotic@technogym.com
- **US** KA Manager (ACCOR), Julian Di Ridolfo jdiridolfo@technogym.com



MATRIX

"Matrix understands that fitness is part of an increasingly holistic idea of wellness that influences all sort of lifestyle decisions, including where to stay while traveling. Fitness has become an expectation; Matrix can help you turn into an experience!"



Around -40%
On public prices*

3-year
Parts and labor warranty

Product recommendations by hotel range:

-  Lifestyle cardio series with Go strength series or Versa strength series
-  Endurance cardio series with Versa plus strength series
-  Performance cardio series with Ultra strength series & Intelligent training consoles

*FOB prices

Why Matrix?

- They own their factories and control manufacturing from raw materials to finished products.
- 33 subsidiaries spanning across the world.
- Investments for employee safety and advanced manufacturing ergonomics.



Website

HQ Office: No. 999, Sec. 2, Dongda Rd., Daya Dist., Taichung City
428, Taiwan, R.O.C.



Contact

Gary Young
gary.young@jhtgroup.uk

MATRIX
Strong • Smart • Beautiful



CONTACTS

EASTERN EUROPE		
COUNTRY	SUPPLIER MAIN CONTACT	DISTRIBUTOR CONTACT
Hungary	gary.young@jhtgroup.uk	István Kürthy j.i.kurthy@pan-trade.hu +36-1-2674921
Poland	Rafał Giermasiński rafal.giermasinski@johnsonfitness.eu +48 513 111 902 +48 22 280 94 30	To get the Accor negotiated T&C's, and name of distributor please contact the supplier main contact
Romania	Ionut Vlad ionut.vlad@jht.ro +40 746 279 350	
Bulgaria	Petar Atanasov p.atanasov@matrixfitness.bg +359 2 840 6808 +359 882 997 770	
Slovakia	Tomáš Fošenbauer tomas@johnsonhealthtech.cz +420 602 643 032	
Czech Republic		
Estonia	gary.young@jhtgroup.uk	Virgo Tamm virgo.tamm@fysioline.ee +372 5296802 +372 6459030
Latvia		Viesturs Lejins Viesturs.lejins@fysioline.lv +372 645 9030 +371 29525700
Lithuania		Roman Reichenbach roman.reichenbach@johnsonfitness.eu +49 2234 9997 100 +49 160 97225194
Macedonia, The Former Republic of Yugoslavia		Orlando Lopac orlando@starfitness.hr +385 1 3861 890 +385 98 450 424
Serbia		
Bosnia and Herzegovina		
Slovenia		
Croatia		
NORTHERN EUROPE		
COUNTRY	SUPPLIER MAIN CONTACT	DISTRIBUTOR CONTACT
Belgium	Michiel Laterveer michiel.laterveer@matrixfitness.nl +31 30 24 45 4345 31 6 29 70 06 16	To get the Accor negotiated T&C's, and name of distributor please contact the supplier main contact
Luxembourg		
Netherlands	Nigel Tapping nigel.tapping@matrixfitness.co.uk 01782 644900 07501 483071	
Ireland		
United Kingdom		

CENTRAL EUROPE		
COUNTRY	SUPPLIER MAIN CONTACT	DISTRIBUTOR CONTACT
Switzerland	Max Brombach max.brombach@johnsonfitness.eu +49 1 516 496 2400	To get the Accor negotiated T&C's, and name of distributor please contact the supplier main contact
Austria	Johannes Schwartz Johannes.schwartz@johnsonfitness.eu +41 7 930 988 39	
Germany	Jens Hamann jens.hamann@johnsonfitness.eu +49 2234 9997 100 +49 151 64965911	
SOUTHERN EUROPE		
COUNTRY	SUPPLIER MAIN CONTACT	DISTRIBUTOR CONTACT
France	Daniel HALLIFAX daniel.hallifax@jhtfrance.fr 06 74 57 20 35	To get the Accor negotiated T&C's, and name of distributor please contact the supplier main contact
Spain	David Rubio David.Rubio@jht.es +34 914 885 525 +34 62680 1282	
Portugal	Giuseppe Fragapane giuseppe.fragapane@jht.it +39.0736.2269 +39.347.8076787	
Italy	Irene Alexopoulos irene.alexopoulos@jht.gr +30 211 4112797 +30 698 222 1022	
Greece		
WORLD		
COUNTRY	SUPPLIER MAIN CONTACT	DISTRIBUTOR CONTACT
NORTH AMERICA	Rachel Lenzner Rachel.lenzner@matrixfitness.com (+1)4015787099	To get the Accor negotiated T&C's, and name of distributor please contact the supplier main contact
SOUTH AMERICA / SEA	sandracheng@johnsonfitness.com	
CANADA	Greg Lawlor Greg.Lawlor@jhtcanada.com (+1)4169930201	
AUSTRALIA / NEW ZEALAND	Gerard Healy gerard@matrixfitness.com.au (+61)0400904014	
CHINA	Frank Wand frankw@johnsonfitness.com (+86)2132503800	



LIFE FITNESS

"Life Fitness understands the needs of both independents' hotels and international chains. They help define fitness facility brand standards, differentiate you from the competition and increase customer satisfaction along the way."



Around -50%
On public prices*

2-year warranty for all products
10-year warranty for frame warranty's
on all manufactured strength products

Product recommendations by hotel range:

-  • Activate cardio, Axiom Resistance & Racks
-  • Integrity cardio, Insignia Resistance & Racks
-  • Elevation – Discover cardio, Synrgy Resistance & Hammer Strength

*EXW prices



Why Life Fitness?

- One society for 6 different brands (Hammer Strength, Cybex, Indoor Cycling...)
- Virtual experience, cloud, digital coach, HD screen...
- Installation design specialist



Website

HQ Office: Life Fitness (Atlantic), BV, Bijdorpplein 25 – 31, 2992 LB
Barendrecht The Netherlands



Contact

Richard Burden - Richard.Burden@lifefitness.com
Alex Walter - Alex.Walter@lifefitness.com



CONTACTS

EASTERN EUROPE

COUNTRY	SUPPLIER MAIN CONTACT	DISTRIBUTOR CONTACT
Hungary	Richard Burden Richard.Burden@lifefitness.com	szollaszszusa@fitconcept.hu
Poland		m.wolny@top-gym.pl
Romania		Shaun.hall@totalfitness.ro
Bulgaria		office@pielfitness.com
Slovakia		Martin.onofrej@fitplus.sk
Czech Republic		miroslav.jircik@3dfitness.cz
Estonia		gints@gfitness.lv
Latvia		
Lithuania		office@pielfitness.com
Macedonia, The Former Republic of Yugoslavia		
Serbia		Slobodan.sekulic@fittrade.com
Bosnia and Herzegovina		Riccardo.piunti@brunswickitalia.it
Slovenia		
Croatia		

SOUTHERN EUROPE

COUNTRY	SUPPLIER MAIN CONTACT	DISTRIBUTOR CONTACT
France	Richard Burden Richard.Burden@lifefitness.com	Christian Baaklini
Spain		Janine Lucchesi janine.lucchesi@lifefitness.com
Portugal		
Italy		Riccardo.piunti@brunswickitalia.it
Greece		George.souranakis@shopandtrade.gr

NORTHERN EUROPE

COUNTRY	SUPPLIER MAIN CONTACT	DISTRIBUTOR CONTACT
Belgium	Richard Burden Richard.Burden@lifefitness.com	Remco Onkenhout remco.onkenhout@lifefitness.com
Luxembourg		
Netherlands		Megan Morris Megan.Morris@Lifefitness.com
Ireland		
United Kingdom		

CENTRAL EUROPE

COUNTRY	SUPPLIER MAIN CONTACT	DISTRIBUTOR CONTACT
Switzerland	Janine Lucchesi janine.lucchesi@lifefitness.com	Direct
Germany		Direct
Austria		

WORLD

COUNTRY	SUPPLIER MAIN CONTACT	DISTRIBUTOR CONTACT
NORTH AMERICA	Andy Dunn Andy.dunn@lifefitness.com '+12629098772	To get the Accor negotiated T&C's, and name of distributor please contact the supplier main contact
SOUTH AMERICA	Christophe Rouille Christophe.rouille@lifefitness.com '+551198193-9657	
NEW ZEALAND	Colin Walker colin@lifefitness.co.nz '+642-1710263	
AUSTRALIA	David Loats dloats@lifefitness.co.au '+614-19372446	
CHINA	Roy Xai activechina@vip.sina.com '+86-13910186001	
SEA	Giorgio Nigi Giorgio.Nigi@lifefitness.com	



Up to **-45%** on public prices

2 years, 10 years on frames
warranty

PRECOR

NEXT-LEVEL HOTEL FITNESS – Boost your brand and your bottom line.



Offer

Precor products and services span across all major categories, including cardio, strength, functional fitness, group training, and connected fitness solutions.

Latest additions:

- New Touchscreen Consoles incl. PrecorCast™
- New Resolute™ Dual Adjustable Pulley
- New Functional Training solutions
- New Glutebuilder Plate Loaded line



Quality & Certification

Cardio Warranty Expense as % of Sales Revenue

< 1%

Cardio First Pass Yield

97.24%

Strength Warranty Expense as % of Sales Revenue

< 1.7%

ecovadis



Key figures

- 40+ years of industry experience
- 1 billion+ recorded training sessions in 2020
- Preferred vendor for all the major hospitality brands



Geographic scope

Precor serves more than 100 countries worldwide, with offices in the Americas, EMEA, and APAC

Supplier benefits

- Custom wellness offerings
- Support your brand standards
- Hands-on service incl. floor plans
- Innovative connected fitness solutions
- Best-in-class-service



Contact

Nikki Doolan nikki.doolan@precor.com
+44 (0) 744 308 30 62

PRECOR®



EUROPE		
MARKET	MAIN ACCOUNT MANAGER FOR ACCOR	MARKET CONTACT
UK	Nikki Doolan <i>Hospitality Account Manager, EMEA</i> nikki.doolan@precors.com +44 (0) 7443 083062	Nikki Doolan Hospitality Account Manager, EMEA nikki.doolan@precors.com +44 (0) 7443 083062
DE		Martin Borchers Country Business Manager martin.borchers@precors.com +49 1737 272767

NORTH AND SOUTH AMERICA		
MARKET	MAIN ACCOUNT MANAGER FOR ACCOR	MARKET CONTACT
North America	Nikki Doolan <i>Hospitality Account Manager, EMEA</i> nikki.doolan@precors.com +44 (0) 7443 083062	Todd Allison Dealer Manager, Hospitality todd.allison@precors.com +239 478 9501
South America		Fabian Arroyo fabian.arroyo@precors.com +1 800 347 4404



CHINA & JAPAN		
MARKET	MAIN ACCOUNT MANAGER FOR ACCOR	MARKET CONTACT
China	Nikki Doolan <i>Hospitality Account Manager, EMEA</i> nikki.doolan@precor.com +44 (0) 7443 083062	Jeffrey Lu Senior Manager, Vertical Markets jeffery.lu@precor.com +36 13918459995
Japan		Tomoki Hiroe Account Manager, Hospitality tomoki.hiroe@precor.com

SOUTH ASIA & MEA		
MARKET	MAIN ACCOUNT MANAGER FOR ACCOR	MARKET CONTACT
India & South Asia	Nikki Doolan <i>Hospitality Account Manager, EMEA</i> nikki.doolan@precor.com +44 (0) 7443 083062	Rahul Shetye Regional Sales Manager rahul.shetye@precor.com +91 088 7978 7762
Aus & NL		Gene Harper Director of Sales, APAC gene.harper@precor.com +85291716357
MEA		Nikki Doolan Hospitality Account Manager, EMEA Nikki.Doolan@precor.com +44 (0) 7443 083062





RAFFLES \ ORIENT EXPRESS \ BANYAN TREE \ DELANO \ SOFITEL LEGEND \ FAIRMONT \ SLS \ SO \ SOFITEL \ THE HOUSE OF ORIGINALS
RIXOS \ ONEFINESTAY \ MANTIS \ MGALLERY \ 21C \ ART SERIES \ MONDRIAN \ PULLMAN \ SWISSÔTEL \ ANGSANA
25HOURS \ HYDE \ MÖVENPICK \ GRAND MERCURE \ PEPPERS \ THE SEBEL \ MANTRA \ NOVOTEL \ MERCURE \ ADAGIO
MAMA SHELTER \ TRIBE \ BREAKFREE \ IBIS \ IBIS STYLES \ IBIS BUDGET \ GREET \ JO&JOE \ HOTELF1