


VRF & Mini-split Integration into your Hotel Ecosystem

| GRMS, BMS & PMS



Airzone is an industry leading manufacturer of integrated HVAC control solutions for residential and light commercial environments. With over 25 years of experience leading the HVAC zoning and control industry in Europe and a growing presence in North America, Airzone's mission is to create innovative and category defining solutions that deliver simplified control, savings, and streamlined service.

The Challenge



VRF & MINI-SPLITS ARE HIGHLY EFFICIENT, BUT DIFFICULT TO INTEGRATE INTO HOTEL ECOSYSTEMS

Modern hotels run on interconnected systems. Guest room management, property operations, and energy monitoring all work together to deliver a seamless experience. Yet HVAC, one of the most critical systems in any property, is often the one left out.

Whether a property runs VRF systems or mini-splits, the challenge is the same: each manufacturer uses its own proprietary communication protocol, which BMS, PMS, and GRMS platforms cannot natively interpret. This creates a forced trade-off, leave HVAC out of the hotel management ecosystem, or integrate it by compromising performance.

In both cases, **system performance and operational efficiency are impacted.**

ISOLATED HVAC OPERATION

Systems run independently from hotel operations, with no integration into daily workflows.

GUEST COMFORT IS INCONSISTENT

HVAC cannot adapt automatically to occupancy or room status.

EFFICIENCY BENEFITS ARE LOST

Simplified integrations do not leverage the unit's native control logic, reducing energy performance

ENERGY IS WASTED ON EMPTY ROOMS

Systems run regardless of occupancy, increasing operational costs.

NO REMOTE DIAGNOSTICS

Issues cannot be identified or resolved efficiently.

LIMITED USER EXPERIENCE AT THE ROOM LEVEL

Control is often restricted to the manufacturer's thermostat, which may not align with the hotel's design, usability, or guest experience standards.

The Solution: Meet Aidoo

THE SIMPLE SOLUTION THAT CONNECTS VRF & MINI-SPLITS TO THE HOTEL ECOSYSTEM

Aidoo is Airzone's range of Plug & Play integration devices for inverter indoor units, VRF & mini-splits. Unlike conventional solutions, each Aidoo device communicates directly with the HVAC unit using its original manufacturer protocol, preserving full functionality.

This enables full HVAC control to be integrated into the platforms your hotel already uses, without changing hardware, software, or workflows.

WHAT IT CONNECTS

Aidoo integrates HVAC systems with the platforms your hotel already uses:

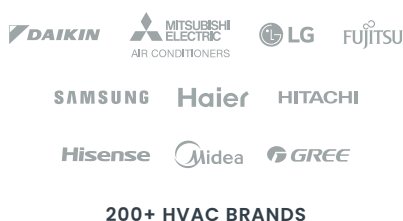
GRMS
Guest Room Management Systems

BMS / EMS
Building & Energy Management Systems

PMS
Property Management Systems

CORE VALUES

- **Certified manufacturer protocols**
True bi-directional communication with command confirmation on all devices.
- **Full HVAC functionality preserved**
Native inverter efficiency and system performance remain intact.
- **Plug & Play installation**
Simplified setup with minimal configuration required. No HVAC replacement needed..
- **Flexible integration**
Local and cloud-based for centralized or remote management.



The Aidoo Family for Hospitality

Every hotel is different. **Aidoo offers a device for every scenario:**
From boutique hotels to large hospitality chains.



AIDOO PRO HUB

WIRED INTEGRATION WITH ETHERNET CONNECTIVITY



Designed for centralized projects requiring reliable wired communication. Aidoo Pro HUB connects via Ethernet and supports integration through BACnet, Modbus, and Local and Cloud APIs. Ideal for large properties and projects with structured BMS or GRMS environments.

AIDOO PRO WI-FI

WIRELESS INTEGRATION



Provides advanced integration capabilities via dual-band Wi-Fi (2.4 / 5 GHz), enabling connection to BMS, GRMS, and automation systems through BACnet, Modbus, and APIs. Ideal for retrofit projects or environments where running Ethernet is not practical.

AIDOO ZIGBEE

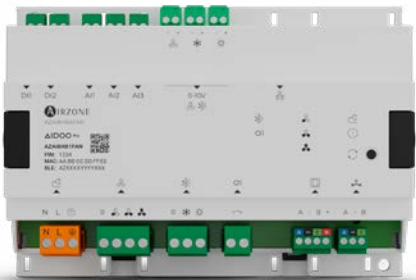
NATIVE ZIGBEE INTEGRATION



Designed for environments that use wireless Zigbee-based communication, supporting platforms such as Telkonet and Interel.

AIDOO PRO HUB FAN COIL

FOR CHILLED WATER FAN COIL UNITS

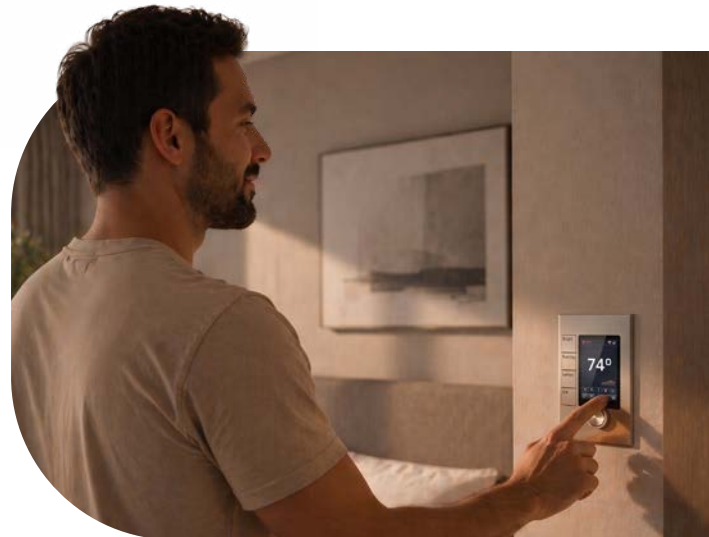


Chilled water Fan coil units are among the most common HVAC systems found in hotels, particularly in older or larger properties. Aidoo Pro HUB Fan Coil connects these legacy systems into the hotel ecosystem, connects via Ethernet and it's compatible with the Airzone Blueface smart thermostat for an upgraded in-room experience.

Your Hotel Thermostats, Part of the Integration

Aidoo also enables integration of existing room thermostats into the system.

This means any change a guest makes at the thermostat, like adjusting temperature, or changing mode, is instantly reflected in your GRMS, BMS, or PMS. Your management platform always has a true, real-time picture of every room, with no gaps between what the guest controls and what your systems see.



One Connected Hotel Ecosystem

Aidoo acts as the bridge between HVAC and your hotel infrastructure

ROOM ELEMENTS



- HVAC indoor unit
- Room control interface or thermostat
- Occupancy sensors
- Door and window contacts

INTEGRATION LAYER



- Direct communication via manufacturer protocol
- Translation to open standards (BACnet, Modbus, APIs)
- Bi-directional control and diagnostics
- Wired and wireless connectivity

MANAGEMENT LAYER



- GRMS
- BMS / EMS
- PMS



Aidoo transforms HVAC into a fully connected, manageable part of your hotel.

HVAC Integration Across Hotel Operations



ROOM LAYER - (GRMS)

HVAC BECOMES PART OF THE IN-ROOM EXPERIENCE

- Automatic temperature adjustment based on occupancy
- Predefined comfort profiles
- Real-time response to room conditions



BUILDING MANAGEMENT LAYER - (BMS / EMS)

FULL VISIBILITY AND CONTROL ACROSS THE ENTIRE PROPERTY

- Centralized monitoring of all units
- Real-time system data and diagnostics
- Reduced energy consumption
- Remote troubleshooting and updates



HOTEL OPERATIONS LAYER - (PMS)

HVAC ALIGNS WITH OPERATIONAL WORKFLOWS AUTOMATICALLY

- Real-time sync with room status
- Automatic pre-conditioning before check-in
- Reduced operation during vacancy
- Less manual intervention required

Real Impact for Hospitality



For Hotel Owners & Developers

Reduce energy costs through occupancy-based HVAC operation. Eliminate vendor lock-in with a brand-agnostic integration layer. Protect your investment, Aidoo works with your existing HVAC, no replacement required. Scale across a single property or an entire portfolio with the same platform.



For Property Managers & Operations Teams

Full visibility of every room's HVAC status from a single dashboard. Automatic alignment between room occupancy, check-in/check-out, and in-room climate control, resulting in fewer manual overrides and less energy wasted on empty rooms. Real-time alerts mean HVAC malfunction issues are identified and resolved with minimal operation downtime, protecting guests and operators from any inconveniences.



For System Integrators & Technology Partners

Plug & Play installation with no programming required. Open protocol support for BACnet, Modbus, Zigbee, Wi-Fi, and APIs means Aidoo fits into most BMS or GRMS architectures. Multi-brand, multi-site management from a unified interface shortens commissioning time and simplifies ongoing maintenance.



For HVAC Engineers & Service Technicians

Bi-directional communication using each unit's original manufacturer protocol means you never sacrifice HVAC functionality nor efficiency for integration. Remote diagnostics and error code retrieval allow issues to be identified and often resolved without an on-site visit, cutting service costs and reducing guest disruption.



Case studies

SPRINGHILL SUITES

JACKSONVILLE BEACH, FLORIDA



VRF control pilot

SpringHill Suites in Jacksonville Beach carried out a VRF HVAC control pilot to improve how its guest room systems connect with smart thermostats and energy management.

In this 156-room hotel, the project focused on 16 Daikin VRV / VRF rooftop units integrated with the Verdant energy management system, with The Olsen Group as its integrator.

✔ What does Airzone bring to the project?

Airzone Aidoo Pro was used as a 1:1 interface between each VRF indoor unit and the Verdant thermostat & energy management system.

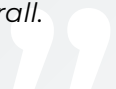
This enabled smart thermostat control while maintaining communication with the VRF system, allowing remote diagnostics, error code monitoring, and a preconfigured setup to reduce commissioning errors.

As a result, the pilot achieved approximately **45% HVAC runtime reduction** based on the Verdant baseline, with fewer service calls, improved system visibility, and simplified installation across guest rooms.



Springhill Suites now have more visibility into the system and fewer services calls. When there is an issue, we can diagnose it remotely for faster resolution and less guest room downtime. It's a much better customer experience overall.

Donald Olsen, owner of The Olsen Group



CHUB CAY RESORT

 BERRY ISLANDS, BAHAMAS



Off-grid luxury resort

Chub Cay Resort, a private island property in the Bahamas, needed to reduce energy consumption in a demanding off-grid environment while preserving the comfort expected from a luxury hospitality experience.

The resort uses Mitsubishi mini-split Inverter systems across guest rooms and villas, with energy generation relying on solar power and diesel backup.

What does Airzone bring to the project?

Airzone Aidoo Pro enabled integration between the ecobee smart thermostats and the Mitsubishi Inverter HVAC units, allowing the resort to apply occupancy-based control without compromising HVAC operation.

The system combines smart thermostat logic, Airzone Cloud (available in both app and web browser versions), and centralized smart building management to automate occupied and unoccupied setpoints, monitor rooms remotely, and support troubleshooting.

As a result, the resort reduced total energy consumption by approximately **50%**, lowered diesel generator usage, and improved centralized visibility across more than 40 guest rooms.



Upgrading HVAC control netted a massive energy savings for Chub Cay, and majorly simplifies operations for the island resort as well.

Chris Pearson, owner of Pearson AC and Refrigeration



Ready to Connect Your Hotel's HVAC?

Whether you're planning a new build, a retrofit, or looking to connect an existing property, our team will help you design the right integration. Ask us about real-world hospitality deployments and case studies.

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