

pip2020

Your Knowledge Partner in Leading Hospitality Projects to Success

Passion – Focus – Push - Practice – Serve – Ideas – Persist – Have fun in doing the project

pip2020

Our Vision



Our Vision is to be recognised as the Leader in providing innovative, customised Hospitality Solutions to the Owners, Brands and Investors for building and operating valued Hotel properties in the Region.

Our Belief



We
Believe In excellence

We
do it with Clear Vision, Transparency, Integrity and Perseverance.

We
happen to provide Hospitality solutions for Brands Owners and
Investors



Our Mission

Our Mission is to Serve Hospitality Industry in terms of its physical components - Integrate Hospitality Design, Hospitality Project Management and Hospitality Operations to create a complete hotel. Keep innovating solutions to meet the needs of Brands, Owners and investors – be the bridge.





About Us

In April 2014 Madhu Chandhok, Biney Sagoo and Rohin Ailawadi decided to combine and impart their valuable wealth of knowledge to the Owners, Brands and Investors. They co- founded pip2020 as a specialist firm offering unparalleled expertise to the hospitality industry.

pip2020 has evolved since its inception driven by the philosophy to get a little better each passing day. Today pip2020 has in place various innovative models that are critical in creating an excellent hospitality product.

pip2020 listens to their clients with intent to engineer tailor made solutions to their hospitality needs.

pip2020 extends a helping hand to all STAKEHOLDERS to realize their vision from concept to commissioning and beyond.





Madhu Chandhok : Director Brand Development & Product Enhancement

Madhu Chandhok is a stalwart in Field of Hospitality in the region where she has over 35 years of diverse experience in leading the projects.

Before co-founding pip2020 Madhu has spearheaded the openings of over a dozen successful hotel projects with Bharat Hotels (Currently The Lalit Group)

Madhu is extremely passionate about, Interiors, FFE, HOE and she champions functionality and purpose of design.

Madhu's core belief is in coordination in delivery of a successful project.

With her creative genius she has provided design directions to some of the leading Interior Designers while working on various Hospitality projects

Being part Hilton Worldwide in 1995 and then again in 2009 She was instrumental in establishing India Specific Brand Standards across all Brands.

With her hard work and hallmark persistence , she brings in immense value to pip2020 for leading the projects.

Madhu's key strengths and capabilities are

- ◆ Interior Design
- ◆ Renovation and refurbishment
- ◆ Asset assessment, audit and analysis in terms of Interior materials
- ◆ Project Management.
- ◆ Brand Standards Interpretation
- ◆ Leadership and Perseverance
- ◆ Procurement



Biney Sagoo: Director Design, Construction & Project Profiling

Biney Sagoo, co-founder of pip2020 a very promising company to provide Hospitality solutions from Concept to Completion had delivered over 50 Hospitality design project assignments both in USA and in India.

Biney is a graduate Architect and has a Masters in Interior Design from USA. He has led comprehensive Architecture and Construction for a broad range of projects including hospitality, mixed used, retail, industrial, office buildings, education, fast food restaurants and custom homes.

Biney leads pip2020 efforts to provide unparalleled Comprehensive Design of a Hotel under one roof, be it Greenfield, Brownfield or Conversion .

Working with the most reputed Brand Hilton transformed Biney into a complete Hospitality professional in terms of envisioning Fit for Purpose hotels.

Biney is a champion of hospitality space planning, designing spaces that are appealing to the guests, operationally efficient and Regionally inspired.

Working in two continents Biney has the temperament to lead projects by understanding the dynamics of each stakeholder. Biney has untiring zeal to continually strive to add value to pip2020. With his excellent aptitude to convince by logic and not by force, he is very comfortable in building relationships with people, whether in Kentucky, San Francisco or Gurgaon.

Biney's Strengths and capabilities include

- Hospitality Project Profiling / Master Planning
- Hospitality Design Management
- Comprehensive Hotel Architecture / Design
- Interpretation of Brand Standards
- Induce Revenue by Design
- Passive FLS



Rohin Ailawadi: Director Engineering & Sustainability

Rohin has over 30 years of professional experience as an Engineer.

Starting off as a Marine Engineer, he sailed on board National and International Merchant Ships where he built his resourcefulness and hands on maintenance capabilities.

There after through his work with regional and International Hotel chains like Hyatt, Taj and Aman Resorts, he assimilated Hotel Engineering Operations, Total Productive Maintenance (TPM) and people management skills. He led and instituted systems for significant reduction in energy and maintenance cost.

A significant phase in his career was working at senior corporate position with Unitech, a renowned Real Estate Developer, in their hospitality vertical where his Engineering systems design knowledge and Project Management skills helped constructing energy efficient and Brand compliant Hotels.

Working with Hilton worldwide Technical Services, Rohin acquired and honed diverse hands - on engineering audit, Fire Life Safety Design and Brand Technical Services management knowledge and skills. He led opening of a number of Hilton Hotels in the Region.

With diverse experience, deep knowledge, versatile skills and broad insights into all the elements of Hotels and Brands at unit and corporate level, Rohin provides significant value, direction and contribution to pip2020 services

In his current role Rohin leads Project Management, Comprehensive Survey and Asset review, Pre opening Handover management, Energy conservation and Maintenance Management services for pip2020

Rohin's Strengths and capabilities include

- ◆ Engineering and IT Systems Design
- ◆ Fire Life safety, Active and Passive
- ◆ Asset assessment audit and analysis
- ◆ Project Management.
- ◆ Brand Standards Interpretation
- ◆ Engineering Operations and People Management
- ◆ Leadership and Perseverance



Our Offerings

WE OFFER THE FOLLOWING FOR HOTEL INDUSTRY

- 1. Comprehensive Design and Construction Solution for a Greenfield or Brownfield Project**
 - 2. Comprehensive Design**
 - 3. Project Management**
 - 4. Interior Design**
 - 5. Conversions (PIP Resolution)**
 - 6. Comprehensive Survey and Analysis of an asset**
 - 7. Pre-Opening Handover Management**
 - 8. Renovation and Refurbishment**
 - 9. Energy Conservation and Maintenance Management System Enhancement**
 - 10. Representation for a Hospitality Development and Management Company in the Region**
 - 11. Hotel Operations Management**
 - 12. Feasibility**
-



Our Offerings

Comprehensive Design and Construction Solution for a Greenfield or Brownfield Project

pip2020 offers to provide end to end solution for hospitality projects including feasibility, financials, brand affiliation, architecture, structure, civil, MEP services, interior design, facility planning, IT, security, audio visual, landscaping and project management. These services are rendered under pip2020 with close associations with strategic Partners.

Comprehensive Design

pip2020 conceives the overall design of the hotel and prepare detailed drawings for all the disciplines which are ready for execution. The design complies with brand standards, local and international norms and fire life safety codes. The design is envisioned based on the brand attributes, brand pillars and local flavours. These services are rendered under pip2020 with close associations with strategic Partners.

Project Management

pip2020 offers project management of hotel projects. Managing a hotel project is a special job as it involves in-depth knowledge of hospitality to be able to close the design phase. Design phase requires managing / satisfying various stakeholders such as brand, owners and subject specialists.

During the construction phase planning scheduling and co-ordination of various trades is essential for success of the project. Hotel project involves a thorough testing and commissioning of various systems and equipment for successful opening.



Our Offerings

Interior Design

pip2020 creative interior design team has over 30 years experience within the hospitality industry, specializing in the hotel and leisure market. We create distinctive experiences that express our expertise, creative instincts and local insight to deliver to the guiding principles of the brand.

We offer an individual and refreshing approach to interior design keeping track of changing industry trends governed by today's sophisticated traveler and introduction of new materials. pip2020 interior designs are the result of a unique and sensitive response to location, architecture, and owner's vision

Conversions (PIP Resolution)

Brand provides a Property Improvement Plan (PIP) for converting a non branded hotel to a branded property . pip2020 expands this PIP and converts it into detailed design, which includes drawings, specifications & BOQ's with project budgetary estimation. pip2020 prepares a master schedule of activities . Pip2020 oversees progress and witnesses commissioning of the critical systems to verify onsite execution as designed. pip2020 facilitates the handover process for branding.

Comprehensive Survey and Analysis of an asset

pip2020 offers to conduct a comprehensive survey / audit of an existing property to assess status of all the elements of the asset, such as fire life safety compliance, mechanical, electrical and plumbing systems, interior design FF&E , architecture and landscaping etc. and prepare budgetary estimation for project upgradation

For owners and operators: owners and operators engage pip2020 to determine the physical condition of their hotel in order to plan their capital expenditure.

For Investors: These estimated expenditures can be used as a negotiating tool by the Investor.

For Lending Institutions: Comprehensive audit of hotel provides lending institutions to manage their risks .



Our Offerings

Pre-Opening Handover Management

Pip2020 offers a specialized system for handover management. Team of specialists witnesses testing and commissioning of various engineering systems, kitchens and areas. They prepare the snag list and assist in de snagging for eventual handover of areas, systems and documents to the operations team.

Renovation and Refurbishment

pip2020 offers Designing for Renovation and Refurbishment of various areas of an Operating Hotel such as Restaurant, Banquet hall, Guestroom, Pool area or BOH. Our designers understand the vision of the owner and Brand. They then prepare necessary design drawings, specifications and hand hold the hotel team in completing the renovation by consulting them in identifying suitable vendors, procuring materials. Consulting and supervising the execution team till the renovation of the area is completed.

Energy Conservation and Maintenance Management System Enhancement

pip2020 with their strategic partners offers to conduct energy and maintenance management system detailed audit and prepare a list of suggested improvements in order to conserve energy and reduce Maintenance cost of the operating hotel. Specialist team consult the hotel operation team in implementation of the recommendations.

Representation for a Hospitality Development and Management Company in the Region.

pip2020 offers hotel development & management company the entire spectrum of skill and experience for representing them in the region.



Our Offerings

Hotel Operations Management

pip2020 offers to manage the hotel property of the owner by setting up, training and managing the operating teams in order to exceed guests and the owners expectations.

Feasibility

Pip2020 with their strategic partners offer to provide a viability and feasibility for a hotel project.



List Of Projects

Ramada Encore Kathmandu Nepal	Comprehensive Design for Brownfield Project
Holiday Inn Panchkula Haryana India	Comprehensive PIP Resolution Design
Crown Plaza Gurgaon India	Brazilian Restaurant Renovation
Best Western Corporate India	Prototype guestroom concept
Best Western Country Club Resort Manesar India	Renovation of rooms, Dining and Banquet Hall
Ramada Gurgaon India	Guestrooms, Ballroom Renovation
Double Tree Goa India	Design Management
Marriott Courtyard Bangalore India	Design Management
Four Seasons Vizag India	Comprehensive Survey and Analysis of a Hotel Asset for SAMHI
Hyatt Regency Pune India	Comprehensive Survey and Analysis of a Hotel Asset for SAMHI
Royal Plaza New Delhi India	Comprehensive Survey and Analysis of a Hotel Asset for IHG
Maurya Inn Kurnool India	Comprehensive Survey and Analysis of a Hotel Asset for Wyndham
Lotus Nikko Hotel	Comprehensive Survey and Analysis of a Hotel Asset for Wyndham
SwissBell Residences Makkah	Comprehensive Interior Design for Brownfield Project for KIA



World Map

