

WELCOME *with warmth*

Providing premium experiences for every guest



KEURIG
GREEN MOUNTAIN

EXTEND HOSPITALITY

that makes guests feel at home.

The coffee experience they crave whenever they need it.

- Meet the needs of those seeking a way to energize, indulge, refuel, or take a break with a total beverage solution across your hotel property.
- Offer another level of memorable comfort with a trusted Keurig® in-room brewer and America's top coffee brands.
- Unlock profitable opportunities with incremental revenue streams from K-Cup® pod retail packs offered across the property: in-room mini-bar, gift shops, vending, and lobby.



FROM IHG

“Offering high-quality coffee in-room makes our hotels **stand out from competitors** and **does not detract from coffee sales or consumption**. Keurig® brewers in each guest room offer an amenity that is **highly appealing** to guests and **naturally fits** the modern room designs of our Holiday Inn® and Holiday Inn Express® brands.”

— DAVID NEVES, HEAD OF F&B SOLUTIONS, INTERCONTINENTAL HOTELS GROUP

FROM THE GUEST tripadvisor®

“The room was equipped with a Keurig machine which is always **very much welcomed!** Both of us love to have a coffee first thing in the morning.”

— TRIPADVISOR.COM®, REVIEW ON HOLIDAY INN SAN FRANCISCO FISHERMAN'S WHARF, OCTOBER 2016

“I really liked having a Keurig® coffee machine plus free K-Cup® pods. **That meant really good coffee** at night (decaf) and in the morning before we headed to breakfast.”

— TRIPADVISOR.COM®, REVIEW ON HOLIDAY INN BUFFALO INTERNATIONAL AIRPORT, OCTOBER 2016

THE PROOF IS IN *the pod*

Keurig® uses robust testing procedures to ensure the highest quality pod performance and best overall consumer experience.

- Extensive pod testing conducted for brew cycle, lid seal, and oxygen.
- Low oxygen ensures each pod's peak freshness.
- Pressurized hot water flows through at the ideal temperature.
- Premium paper filter yields optimum flavor.
- Coffee roasters specify the exact amount and grind.
- With the Grounds to Grow On™ Program, pod components are separated: Coffee grounds are composted, plastic and foil are recycled.



THE RIGHT FIT *across the property*

Choose from a full portfolio of coffee and brewing solutions.

KEURIG® SINGLE-SERVE COMMERCIAL BREWING SYSTEMS



45% of customers consider in-room coffee important when booking a hotel room, which ranks higher than an on-site coffee shop (29%) or restaurant (27%).¹



For many travelers, making in-room coffee is a morning priority.
43% of travelers (stays 8+ nights/year) make coffee first after waking up.¹



88% of travelers are more likely to make coffee in the room if provided with a Keurig brewer vs. 68% of the competition.¹



Frequent travelers (8+ nights per year) would rather make coffee in their room than get coffee from somewhere else (e.g. coffee shop, restaurant, lobby, etc).¹



IN ROOM

Keurig®
K300



Give guests the best — and make morning wake-up calls better — with a simple-to-use brewer paired with well-loved beverage brands.

IN-ROOM BEVERAGE RECOMMENDATIONS



LOBBY/KIOSK | CONCIERGE LOUNGE | ROOM SERVICE MEETING ROOM | ONSITE FOODSERVICE | CATERING

Keurig®
K3000SE



Provide quality and consistency on demand at any time of day for increased revenue and decreased mess and waste.

DID YOU KNOW?

55% of Lodging operators plan to make capital investments to upgrade food-prep equipment.³

55% of Lodging operators feel that offering branded solutions for hot beverages is important.³



TRADITIONAL COFFEE PROGRAM

LOBBY/KIOSK | MEETING ROOM |
ONSITE FOODSERVICE | CATERING

Meet high-volume demand with ground coffee fractional packs and whole bean formats in two premium brands.

Quality sourcing and personal relationships with our farmers, result in specialty, premium-quality coffee with a story that has real meaning for your guests.



Distinctive aroma and rich, full flavor comes from a signature slow-and-low roasting process that reflects true craftsmanship in every sip.

RETAIL COFFEE PROGRAM

LOBBY | VENDING | GIFT SHOP | IN-ROOM MINI-BAR

Drive incremental coffee sales by offering a variety of K-Cup® pod retail packs for guest purchase.



ELEVATE EVERY EXPERIENCE *with the premium coffee they love.*



**CONCIERGE LOUNGE | SPA
POOL & FITNESS CENTER**
Keurig® Single-Serve K3000SE
Brewing System



ONSITE FOODSERVICE
Keurig® Single-Serve K3000SE
Brewing System & Traditional
Coffee Program



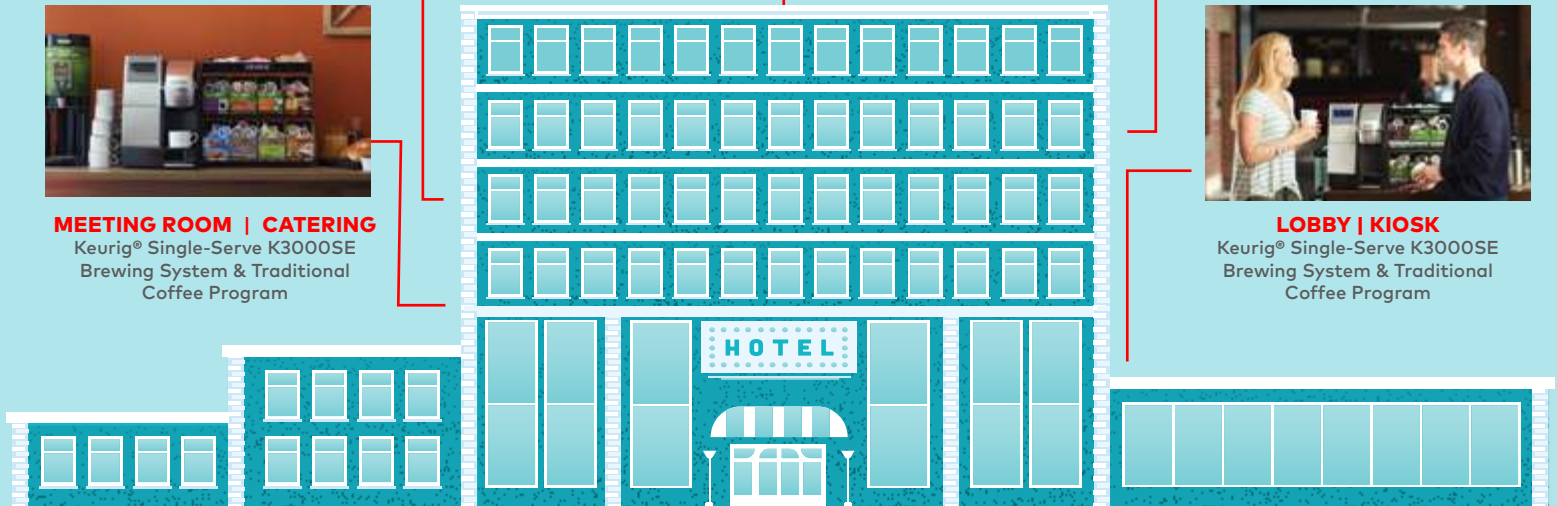
**IN-ROOM | IN-ROOM MINI BAR
VENDING | ROOM SERVICE**
In-Room Single-Serve Brewing System
& Retail K-Cup® Pod Coffee Program



MEETING ROOM | CATERING
Keurig® Single-Serve K3000SE
Brewing System & Traditional
Coffee Program



LOBBY | KIOSK
Keurig® Single-Serve K3000SE
Brewing System & Traditional
Coffee Program



**Merchandising
Support**

Eye-catching signage
featuring recognizable
brands supports a
premium experience.

In-Room Support
Materials

Keurig® Coffee Kiosks
(36" and 48")

Branded Coffee Airpots,
Dispensers, and Airpot ID Tags

Indoor
Signage

To learn more about a partnership with Keurig Green Mountain, contact your representative or call 866-464-2210.

KEURIG
GREEN MOUNTAIN

¹Hotel In-Room Coffee Maker Study Report, August 2017

²IFMA 2017/2018 Foodservice Library Insights

³Datassential Pulse Report, 2017