



Purifying air the **FRENCH WAY**

NatéoSanté, a French company specialising in air quality treatment, is launching EOLIS, the air filtration system especially conceived for the Indian market. **Stéphane Monnier**, International Sales Manager at NatéoSanté tells more about it.



Stéphane Monnier

HT Bureau

Kindly explain the portfolio of your brand.

As of now, EOLIS is the first range of products to be launched in the Indian market. EOLIS is defined as an 'air manager' rather than an air purifier. It is at the moment produced in France and is considered a high standard product. The range is composed of six different engines, depending on the size of the area covered (from 40 to 120 sqm) and on its technical features to better address the needs of our potential clients.

How well-suited are the products for the hospitality industry?

EOLIS fits perfectly in the hospitality segment. It enables major hotels to get differentiated from competitors by offering an incomparable air quality to exigent customers looking for excellence. Proposing the purest air is a decisive advantage especially in cities facing major air pollution levels.

EOLIS Air Manager enables to filtrate fine particles (Pm 2.5) 24/7. Each device is equipped with a 'night' mode for a continuous use in a silent manner. It also allows disinfecting rooms between room occupancies by different customers to make them feel they are the first ones to occupy the room. Each EOLIS installed in a hotel can be connected to a monitoring system which enables to know air quality in real time in the different areas of the hotel (rooms,



restaurant, hall). In case of emergency, a signal is sent to the technical services which can intervene in a short time.

According to you, how have the demands of hoteliers evolved over time? What has led to this evolution?

The hospitality sector in India is already well developed and is still expanding. In 13 years, hotel channels have been multiplied by six and the number of rooms should double between 2012 and 2017 (forecasts). In this context, luxury hotel channels must differentiate from the competition. As per our various meetings with hospitality professionals in India, a real interest in offering the purest air to the clients has been identified.



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