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## **The White Glove Group Announces Dolce Hotels and Resorts as Client for Hoteloquent Virtual Meeting Services**

NEW YORK (Aug. 4, 2011) — Announcing its first international hospitality industry relationship, [The White Glove Group](#) of New York today said it has begun offering its virtual meeting services at the 27 upscale hotels, resorts and conference hotels managed by [Dolce Hotels and Resorts](#) in the United States, Canada and Europe.

The White Glove Group's Hoteloquent virtual meeting service enables hotel group customers to share their onsite meetings, large and small, with remote audiences anywhere in the world via the Internet. In addition to seeing and hearing presenters and following their PowerPoint slides, remote participants can ask questions and make comments as easily as if they were on site.

Employing a business model unique to the industry, The White Glove Group shares revenue generated by Hoteloquent sessions with host properties. Moreover, Hoteloquent eliminates the need for individual hotels to purchase expensive high-tech webcasting equipment and learn how to use it.

"Hoteloquent is the only virtual meetings shared service on the market specifically designed as a turnkey system to generate revenue for the hospitality industry," said Christopher Miles, senior managing partner. "At no cost to host properties whatsoever, they can now offer virtual or hybrid meetings that enhance the value of on-site meetings and make money for the property."

Up to now, hoteliers could buy webcasting equipment and try to operate it themselves or hire traditional webcast vendors, which do not provide revenue for the property, he said. "Neither of these scenarios is appealing to hoteliers who want to boost revenue and need to offer virtual or hybrid options to be competitive for group business today."

The White Glove Group partners with the onsite hotel audiovisual and information technology staff to co-manage the events. In addition, the company provides hotel-branded marketing materials to help the property sales staff promote the new virtual service option. "We eliminate the guesswork, pain, and risk of offering virtual or hybrid services as a part of onsite meetings at hotels," he said.

Barry Goldstein, Dolce chief revenue and information officer, said Hoteoquent represents a new value-added component to the company's traditional meeting services. "We now can offer meeting planners and our group customers the best of both worlds: State-of-the-art group facilities certified by the International Association of Conference Centers and a means to capture, deliver and preserve their meeting content for online or remote audiences worldwide."

By expanding the reach of live sessions, Hoteoquent enhances the value of any meeting by transporting it to audiences that otherwise could not participate. In addition, meetings are recorded so they can be reviewed on demand using a personal computer. This enables meeting messages to be reinforced in the near term and shared with new audiences in the long term.

The White Glove Group is a leading provider of integrated virtual meeting solutions to hoteliers, management companies, meeting planners, conference centers and professional audiovisual companies around the globe. The company's innovative solutions provide the online virtual extension of an otherwise in-person or onsite meeting, delivering a new revenue stream for hotels and maximizing the meeting's return on investment. The company's Hoteoquent virtual meeting service enables the message and content of the onsite meeting to be delivered live to a worldwide audience as well as being captured and preserved as a high-quality recording for playback anywhere, anytime. For more information, go to [www.thewgg.com](http://www.thewgg.com) or call (646) 481-4886.

Dolce's portfolio includes hotels, resorts and conference hotels in New York, Connecticut, New Jersey, Massachusetts, Pennsylvania, Maryland, Georgia, Michigan, Minnesota, Colorado, California, Ontario, Texas, Nevada, Belgium, France, Spain and Germany. The company's newest hotel is expected to open during the fall of 2012 in downtown Indianapolis.

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