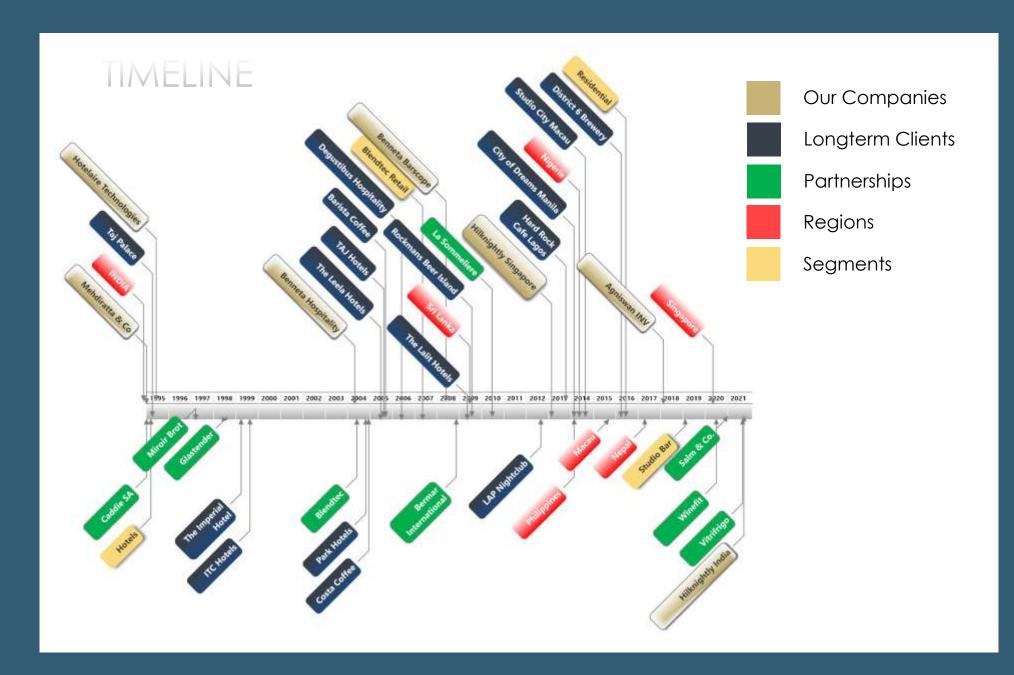




# WHO WE ARE





# **OUR STORY**



### INSPIRED BY HOSPITALITY

When Vickram Mederata in 1990s Joined his family company FEMACK, the predecessor to Hilknightly, he opportuned with the New Client of Femack, Sun-Air Hotels. Insight into the Hotel industry came through HOTELS Mag. This was the firing of interest in the industry.

A NEW ARM WAS LAUNCHED IN PARTNERSHIP WITH CADDIE SA, FRANCE WITH OUR FIRST CLIENT AS TAJ PALACE DELHI, AND HARI MAHAL JODHPUR.

WITH A TWIST OF FATE, TO HELP SUN-AIR'S METROPOLITAN NIKKO GET A COMPETITIVE QUOTE AND BAR DESIGN ON REQUEST OF F&B TEAM, AGENCY HOTELAIRE TECHNOLOGIES WAS CREATED IN PARTNERSHIP WITH GLASTENDER, INC. USA, 1997.

#### Passion for World Class

The Late 90s saw emergence of Hospitality Industry, with a Zeal to introduce previously hard to get Global Brands. In Demand were international makes in Bar Equipment, and Remote Beer Systems.

HOTELS WERE OPENING DISCOTHEQUES AND BARS SUCH AS OASIS, AND DJINNS, HYATT; FLOAT, PARK ROYAL; 1911 BAR AT THE IMPERIAL, AND DUBLIN IRISH PUB AND DISCO GHUNGRHOOS, AT ITC MAURYA SHERATON.

OUR STORY KICKED OFF WITH THIS EMERGENCE AND DRIVING THE NEW LAUNCHES WITH GLASTENDER BARS. WE POWERED HOTEL PROJECTS FROM 1999 TO 2010, AND BEYOND; INTRODUCING THE BEST RESOURCE IN AMERICAN BAR & BEVERAGE TECHNOLOGY.

### **OUR STORY**



### STRENGTH IN SPECIALIZATION

FROM BEGINNING, OUR TRAINING AND CORE COMPETENCE WAS PROFESSIONAL DESIGN AND PROJECT MANAGEMENT IN SPECIALIZATION FOR BAR & BEVERAGE.

WE UNDERTOOK SPECIAL TRAINING CLASSES IN LAS VEGAS AND MICHIGAN WHERE OUR PARTNERS HEAD QUARTERED. NAMELY EASYBAR, AND GLASTENDER.

EARLIER, THE CONCEPT OF MODULAR BAR SYSTEMS WAS NOT WELL ESTABLISHED. BAR OPERATORS MADE UTILITARIAN COUNTERS. WITH OUR ADVENT, BARS BECAME ADVANCED BUSINESS SYSTEMS, ENHANCING EFFICIENCIES IN COST TO GAIN RESOURCE, INCREASING THE BOTTOMLINE TO PROFITABILITY. FOR THE BUSINESS OF BAR, THE NEED FOR EFFICIENCY WAS PIVOTAL BETWEEN SUCCESS AND FAILURE.

### VISION OF GLOBAL SETPOINT

BETWEEN 2000 TO 2015 WITH MANY HUNDREDS OF INSTALLATIONS, HELPING ENTIRE HOTEL CHAIN TO UPGRADE ALL ITS BAR SYSTEMS, WE AGAIN WITH TWIST OF FATE WERE FOUND BY A LEADING GLOBAL OPERATOR 'PURE PROJECTS AUSTRALIA' FOR THE LAUNCH OF INTERNATIONAL CHAIN PANGAEA IN DELHI, WITH ITS COMPLETION, AGAIN INVITED TO EXECUTE TWO OF THEIR LARGEST UNDERTAKINGS, PANGAEA (CITY OF DREAMS MANILA), AND PACHA (STUDIO CITY MACAU).

THE NATURAL EXPANSION WITH OEM RELATIONSHIPS FOR 1.5 DECADE, ALLOWED US TO UNDERTAKE PROJECTS IN SRI LANKA, NIGERIA, NEPAL, OTHER THAN ALL INDIA.

FOR BAR AND WINE CELLAR INSTALLATIONS.

# HISTOGRAM

# CE HILKNIGHTLY thought engineered solutions



- (L) **1990s**, joining family business in electronics.
- (R) Expanding into Hospitality industry in partnership with Glastender, with our first installations at The Imperial and ITC Hotels. Vickram with Todd M Hall in early 2002.









(L) Glastender factory visit for training in mid 2004 with Jon D. Hall (Chairman), and Todd Hall (VP), of family business.



(T) Visitations to ParkSheraton for Bar andBeer Systeminstallation.(L) Collaboration

(L) Collaboration with La Sommeliere, with Eric Paya (Director) **2008** 



(R) Ashley
Wickramasinghe,
Director Finance, and
Project Team,
Vaibhav Jain, and
Roshan Kumar.







Tech Team



Deepak Wadhwa



Farah Ahmad

# GROWTH

HILKNIGHTLY WAS SUPPORTED BY VARIOUS MEMBERS OF OUR TEAM OVER THE YEARS, CONTRIBUTING TO OUR ABILITY OF MEETING VARIOUS DEMANDS, COMMITMENTS AND RESPONSIBILITIES.

EACH PLACED THEIR EFFORTS FROM CUSTOMER SERVICE, TO ON SITE SUPPORT.



Sumit Mannan

#### Others

- 1. Dipin Nandan
- 2. Ekta Ahuja
- 3. Jai Prakash
- 4. Jimmy
- 5. Abdul
- 6. Sudarshan Singh
- 7. Vaibhav Jain
- 8. Roshan Kumar



National ID: 817159535876 PAN No.: AFPPM4020A Passport: K7697775 DIN: 01943418

DOB: 12/1975

Education: Mount St. Mary's

# FOUNDER

#### Vickram Mederata

Starting his career in family business with his Father, Col. RK Mederata, an Engineer and Ex-Military, manufacturing instrumentation control systems, Vickram expanded the line into Hospitality Facilities in Partnership with Glastender, Inc., 1997.

HE ENDEAVORED EXTENSIVE TRAININGS AND CERTIFICATIONS IN BEVERAGE AUTOMATION, FACILITY DESIGN FROM LEADING GLOBAL BRANDS IN MANUFACTURING, DESIGN AND INSTALLATION OF BAR, AUTOMATION, AND BEVERAGE CONTROL SYSTEMS.

RESULTANT WERE INTERNATIONAL PROJECTS, SOME OF WHOSE NAMES WOULD BE LISTED AHEAD. HIS STRENGTH LIES IN-DEPTH TECHNICAL KNOWHOW OF HOW BEVERAGE SYSTEMS WORK PERFECTLY.

VICKRAM'S CONTRIBUTION TO THE INDIAN INDUSTRY WAS INTRODUCTION OF ADVANCED BAR SYSTEMS, AND TRAINING FACILITY PLANNERS INITIALLY AS WE INSTALLED NEW PROJECTS FROM 2000. THIS SET THE STANDARD FOR FUTURE INDUSTRY TO DESIGN BARS, WHICH THEY WORKED ON EARLIER.

# REVIEWS



One of the best, Beverage Facility planner and execution expert Quality products, post sale service is first notch Great attitude, keeps his product line contemporary and energy efficient. Certainly, a good choice to do business with.

GAUTAM ANAND Exec. Vice President -2017 ITC Hotels Limited

SO FAR THE BEST BAR EQUIPMENT IN ASIA!!!!!! SINCERELY GIANCARLO MANCINO WWW.GIANCARLOBAR.COM

GIANCARLO MANCINO Consultant – Taj Hotels (Ice Bar) Founder, Mancino Vermouth

I AM VERY IMPRESSED WIT WITH HOW THINGS HAVE TURNED OUT AND RECOMMEND WORKING WITH VICKRAM ANY TIME. I MUST ADD GLASTENDER IS A GREAT PRODUCT, BUT WITHOUT VICKRAM, IT WILL NOT WORK AS WELL. AS A CLIENT I NEED THE RIGHT GUIDANCE.

BABA CHANDOK

Managing Director

Sanctum Bar, Chancery Pavilion Hotel

This is the second unit that you have installed in two of my hotels. I am extremely delighted by the professionalism shown by you and your team right from the start then we floated the query and till the time you installed the Modular Bar system with remote draft beer and soda system of Glastender. As always your after sales service is very responsive and we appreciate this

MORE SO BECAUSE WE ARE BASED IN ANOTHER COUNTRY - SRI LANKA

MANOJ MATHEW
GM, Taj Hotels, Sri Lanka (Past)



VICKRAM MEDERATA'S FOCUS HAS BEEN ON GAINING THE EXPERIENCE NECESSARY TO DUPLICATE OUR HIGH LEVEL OF BAR DESIGN EXPERTISE FOR HIS CLIENTS. VICKRAM'S FACTORY TRAINING HERE IN THE UNITED STATES, AT THE FOOD HOTEL ASIA TRADE SHOW, AND THROUGH MULTIPLE MEETINGS WITH ME IN INDIA HAVE GAINED HIM IMMENSE KNOWLEDGE, BUT MORE...MORE IMPORTANTLY, HIS NOW 17 YEARS OF EXPERIENCE DESIGNING AND INSTALLING BARS HAS GIVEN HIM AN UNRIVALED LEVEL OF BAR DESIGN EXPERTISE.

TODD M. HALL President Glastender, Inc. (USA)

# WHAT WE DO

HILKNIGHTLY IS MANUFACTURER'S REP SPECIALIZING IN OEM SOLUTIONS, OFFERING THEREAFTER A WIDE ARIA OF SERVICES AND SOLUTIONS FOR FOLLOWING SEGMENTS.

Our Solutions are offered, both as material, or with consulted design, specs, fabrication and installation.

EQUIPMENT



Draft Beer



Bars



Cellars



Cafeteria



Marine



**Humidors** 

#### **Business Solutions**

- Pre engineered Equipment
- Custom Crafted
- Beverage Control
- Brewery Solutions
- Stainless Fabrications
- Project Management



# SEGMENTS WE SERVICE



BAR SYSTEMS

WINE SYSTEMS

**AMENITIES** 







# Commercial

Online available at hilknightly.com

# SEGMENTS WE SERVICE



BACK BARS

REFRIGERATION

CELLARS







# Residential

Online available at hilknightly.in

# LIST OF INDEPENDENT JOBS



- P 1911, The Imperial, Delhi (Our first installation in India)
- GOLF BAR, ITC MAURYA, DELHI
- Pangaea, Ashok Hotel Delhi
- ROCKMAN'S BEER ISLAND, GURGAON
- Howzzat Brewery, Galaxy, Gurgaon
- SCRUPLES, PLLAZIO, GURGAON
- BAR ZEN, MARRIOTT COURTYARD, GURGAON
- CHERRY BAR, THE LEELA SHAHADRA
- ORBIS, THE LEELA GURGAON
- DUBLIN, ITC MAURYA, DELHI
- HUMBLE HOUSE, ITC MAURYA, DELHI
- POINT OF VIEW, ITC MAURYA, DELHI
- AQUA, THE PARK, DELHI
- MIST, THE PARK, DELHI
- KITTY SU CLUB, THE LALIT, DELHI
- Blue Frog Bar, Mehrauli
- GEOFFREY;S, PARK PLAZA, FARIDABAD
- Lust, The Radisson, Ghaziabad
- Oro, Radisson, Paschim Vihar Delhi
- ACSA, U.S. EMBASSY, DELHI
- TERRACE BAR, U.S. EMBASSY, DELHI
- Lap Club, Samrat Hotel, Delhi
- OKO, THE LALIT, CHANDIGARH
- WILD FIRE RESTAURANT, CROWNE PLAZA, GURGAON
- CONNEXIONS LOBBY BAR, CROWNE PLAZA, GURGAON

- SHEESH MAHAL, ITC RAJPUTANA, JAIPUR
- POOL BAR, ITC RAJPUTANA, JAIPUR
- Taman Gang, DLF Promenade, Dei hi
- Italia, DLF Promenade, Delhi
- TERRACE BAR, OPTUS SAROVAR, GURGAON
- KITTU SU CLUB, THE LALIT, CHANDIGARH
- OKO, THE LALIT, CHANDIGARH
- BALUCHI, THE LALIT, CHANDIGARH
- CAPITAL KITCHEN, TAJ PALACE, DELHI
- DLF CREST CLUB, GURGAON (DEALER)
- ' Emperor's Lounge, Taj Mansingh, Delhi
- CHAMBER'S, TAJ MANSINGH, DELHI
- LOBBY BAR, THE CONNAUGHT, DELHI
- EARTH PLATE, SAHARA STAR MUMBAI
- Dusk, The Park Navi Mumbai
- HIGH LOUNGE, SAHARA STAR MUMBAI
- FLUTE, SAHARA STAR MUMBAI
- LAGOON LOUNGE, SAHARA STAR MUMBAI
- SIX DEGREE, THE LEELA KEMPINSKI MUMBAI
- TOTE ON THE TURF, MAHALAXMI MUMBAI
- Indigo Restaurant, Colaba Mumbai
- BOMBAY HIGH, ITC MARATHA MUMBAI
- Pan Asian, ITC Maratha Mumbai
- RESIDENT LOUNGE, ITC MARATHA MUMBAI
- PESHAWARI, ITC MARATHA MUMBAI
- IBIS HOTEL AIRPORT MUMBAI
- BLUE FROG BAR MUMBAI

- POINT OF VIEW, ITC GRAND CENTRAL MUMBAI
- DUBLIN, ITC GRAND CENTRAL MUMBAI
- AQUA, THE LEELA GOA
- TRIKAYA, VERSOVA MUMBAI
- CHILI'S MARKETCITY PUNE
- Easy Lounge Bar, Taj Blue Diamond Pune
- BEST BREW PUB, SHERATON FOUR POINTS
  PUNE
- NIGHTCLUB, TIGERCAMP GOA
- AL FRESCO BAR, TIGERCAMP GOA
- MAIN BAR. TIGERCAMP GOA
- 6riumph Hotel, Goa (Dealer)
- Qualia, Lodha, Mumbai, ExpoSRL(2019)
- LOBBY BAR, TAJ GATEWAY RESIDENCYROAD
- MYNT, TAJ WEST END (2019)
- TRINITY, TAJ MG ROAD (2019)
- Library Lounge, The Leela Palace Blr
- Blue Bar, Taj West End Blr
- ICE BAR, TAJ VIVANTA RESDENCY BLR
- SHIMMER, TAJ VIVANTA YESHWANTHPURBLR
- Med Restaurant, Taj Vivanta Yesh.Blr
- PALM MEADOWS CLUB BLR
- TEASE, TAJ VIVANTA ITPL BLR
- AMNESIA, CHANCERY PAVILION BLR
- THE LOUNGE, CHANCERY PAVILION BLR
- HIGHLAND NECTAR, ITC GARDENIA BLR
- West View, ITC Gardenia Blr
- AQUA, THE PARK HOTEL BLR
- I-BAR, THE PARK HOTEL BLR

- Mrs. George Penthouse Residence
- Maya Restaurant Blr
- FIREFLIES AT LAVELLE ROAD BLR
- DUBLIN, PARK SHERATON CHENNAL
- Twist, Taj Vivanta Trivandrum
- LEATHER BAR, PARK CHENNAI
- HIGH BAR, DREAM COCHIN
  - AVA LOUNGE, DREAM COCHIN
- WELLINGTON, DREAM COCHIN
- Tease, Taj Vivanta Coimbatore
- ANCHOR, TAJ FISHERMAN COVE
- DEBUSSY BAR, CGH EARTH COCHIN
- POOL BAR, ITC GARDENIA BLR
- THE HUB, IBIS HOSUR ROAD BLR
- WINCHESTER BAR, RADISSON BLU CHENNAI
- 1CITY BAR, UB CITY BLR
- SANCTUM, CHANCERY PAVILION BLR
- CLUB EXCESS HICC NOVOTEL
- SYN, TAJ DECCAN
- WATERFRONT RESTAURANT, HS LAKE
- DUBLIN, ITC KAKATIYA
- KISMET CLUB, THE PARK HOTEL
- SIKKA LOUNGE, THE PARK HOTEL
- CAFÉ, THE PARK HOTEL
- CARBON, THE PARK HOTEL
- PRITHVI REDDY RESIDENCE
  THE BLUE FOX, MINERVA GRAND
- SUTRA, GRAND ASHOLK LALIT
- VUE, NOVOTEL VIZAG
- TERRACE BAR, NOVOTEL VIZAG
- GREAT KEBAB FACTORY, RADISSON INDORE
- LOBBY BAR, RADISSON INDORE
- TEASE, TAJ VIVANTA GOA

# LIST OF INDEPENDENT JOBS & LOCATIONS

- BODHI BAR, THE PARK KOLKATA
- West View, ITC Sonar Bangla
- Pan Asian, ITC Sonar Bangla
- Dublin, ITC Sonar Bangla
- BAY OF BENGAL, ITC SONAR BANGLA
- Darjeeling Lounge, ITC Sonar Bangla
- AQUA, THE PARK HOTEL
- ROXY, THE PARK HOTEL
- CAFÉ BAR, THE PARK KOLKATA
- PRE FUNCTION BAR, PARK TPCL
- Mix Bar, Taj Samudra, Colombo,
   Sri Lanka
- TEASE BAR, TAJ SAMUDRA BENTOTA, SRILANKA
- Pangaea Ultralounge, City of Dreams Manila
- CHAOS NIGHTCLUB, CITY OF DREAMS MANILA
- HARD ROCK CAFÉ, LAGOS
- SHIRO, LAGOS
- SIX SENSES SPA, BHUTAN (DEALER)
- MARRIOTT KATHMANDU (DEALER)







HOTELS















The Essence of India









Pre-engineered Modular Bar System



Beer Clean Glasswashing Systems



Bespoke Wine Cellars and Cigar humidors



Wine by Glass Dispensing Systems



Modular Wine Showcases



Wine Collection Cabinets

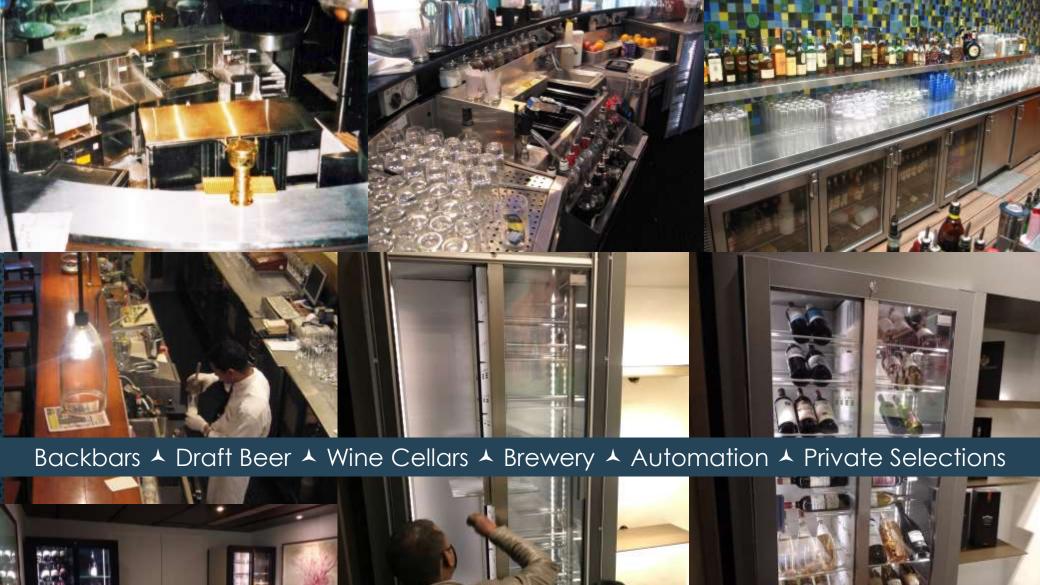




### OEM PARTNERSHIPS

- O. Salm & Co GmbH
- Glastender
- Clenaware
- Easybar
- Tefcold
- Vitrifrigo
- Snowhite
- Expo
- La Sommeliere
- Caveduke
- Winefit





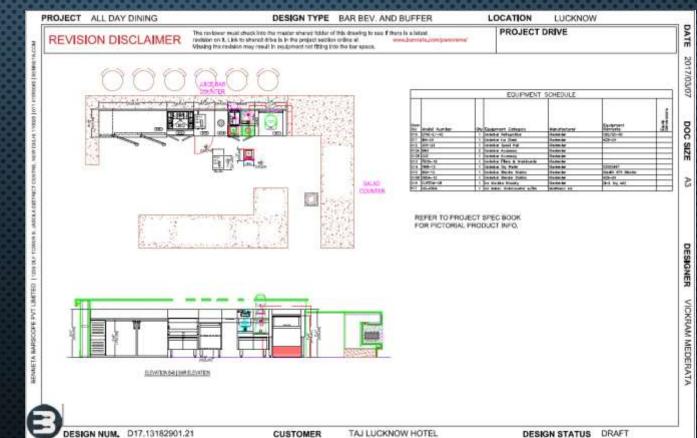




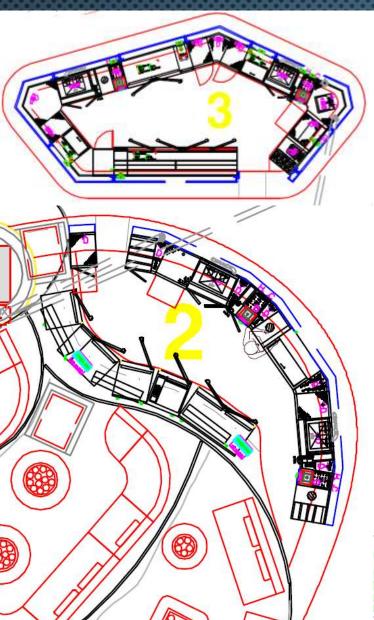




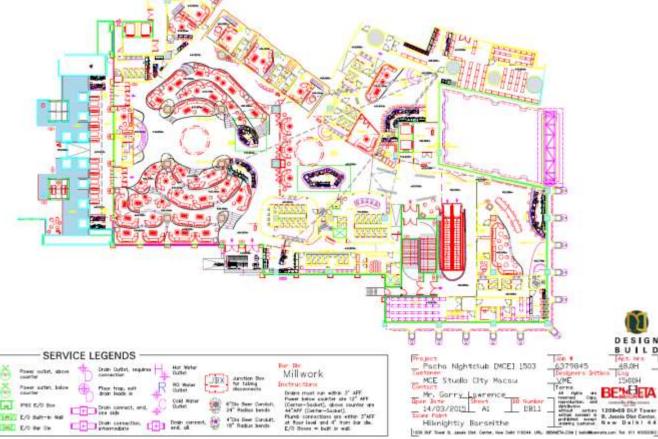
# Sahib, All Day Dining Taj Vivanta Lucknow







# Pacha Nightclub Studio City Macau









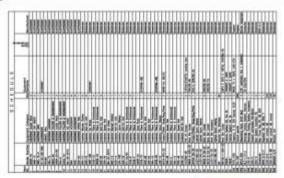




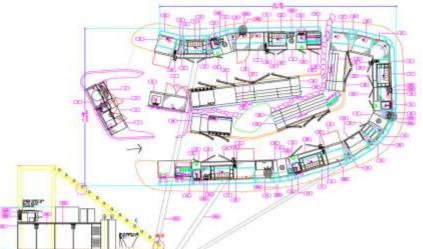


# Kismet Nightclub The Park Hyderabad





SECTION ELEVATION LOCATION



BAR STORAGE CAPACITY

Capacity information here.

#### SERVICE LECENDS

SERVICE LEGEND

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# BENNETA

T +91 11 415500

NIGHTCLUB BAR

PARK HOTEL HYDERABAD, INDIA

Walletin Hotel
Glasswiczsking Change
Beer reserve relocat

Grawmaking Change Beer reserve relocation POS location change Dry calmet on well Useer system. Pour or

1515-1514 Water Stoppe





### **OUR VISION**

Continuing Learning, Expansion, Advancement and Innovations to Multi Markets, and expanding Access to Private Markets, through Thought-Engineered Solutions.

# HILKNIGHTLY

HILKNIGHTLY PTE LTD

SINGAPORE

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