

FOR IMMEDIATE RELEASE**Norfolk Waterside Marriott Begins Work on the Next Phase of its Modernization Project**

The hotel also will introduce Relay, hospitality's first autonomous delivery robot in the state of Virginia.

NORFOLK, Va. – (November 27, 2018) – On the heels of updates to its two restaurants, Shula's 347 Grill and The Dining Room, the Norfolk Waterside Marriott is in the early stages of a 3-year plan to bring new life – and bookings – to its popular convention destination. Originally completed in 1991, the 24-floor building is currently under renovation with updates taking place from the lobby to the penthouse suites, creating a more architectural, clean and modern aesthetic. But beyond physical updates, one of the most exciting additions will be in the form of a nearly 3-foot tall autonomous Relay robot butler, named MARY- BOT, which will be put to work delivering snack and sundries, linens and even full meals, with an average delivery time of 5 minutes from receiving her shipment contents.

“With local demand for convention space growing, and an increasingly competitive landscape here in downtown Norfolk, we were looking for creative ways to better meet the needs of our business and leisure guests,” said Duane Gauthier, Managing Director for Commonwealth Lodging Management, operator for the property. “While the updates to our 407 rooms will certainly be a driver for guests, we’re hoping that this spirit of innovation and creativity will reach beyond our walls into the Norfolk community.”

Designed and built by [Savioko](#), Norfolk Marriott’s Relay robot will begin serving guests in the first quarter of 2019. When guests call to request a delivery, staff will load items into a bin on MARY-BOT, type in the room number and press go. Using sensors and a secure wireless connection to the elevator system, MARY-BOT will cheerfully navigate her way to guest rooms using fun chirpy and swivel noises. When she reaches her destination, MARY-BOT will phone guests to announce her arrival allowing guests to then retrieve their items.

“We are excited to see Relay navigating through the corridors and lobbies of the Norfolk Marriott, helping the staff while serving and delighting the guests,” Says Steve Cousins, Founder & CEO, Savioko. “As our first deployment in Virginia, the Norfolk Marriott’s popularity and technology-forward aesthetic makes it an ideal hotel to show off the safe and reliable capabilities and friendly personality of the Relay delivery solution.”

Updates to guest suites began in early November and will continue through August 2019. Comprehensive Development Strategies will be managing the project. Paramount Commercial Renovations will be leading the charge on room renovations, which include updating room bathrooms, adding barn-style interior doors, installing new 55” televisions and refrigerators and modernizing the décor – including chaise lounges in king rooms that convert to a queen bed. RFID room locks will also be installed, which use radio signals and tend to be easier and more reliable than keycards. Updates will also be made to the penthouse floor with the addition of a new junior presidential suite and an adjoining king suite. Paramount Commercial Renovations will close up to 4 floors at a time in an effort to minimize guest disruption.

Beginning in June 2019, work will begin on the lobby and the presidential foyer on the third floor. Lobby updates will include a new concierge lounge, called M Club, where Platinum and Gold Marriott Reward members and VIPs can enjoy a quiet, sophisticated space with access to Wi-Fi, a breakfast buffet, grab and go snacks, drinks, evening

hors d'oeuvres and Marriott team members at the ready to provide recommendations. All hotel guests will also have access to a new Lobby Café that will offer “We Proudly Serve” Starbucks® from early morning through mid-afternoon as well as The Market, which will sell snacks and sundries 24 hours a day.

One of the most exciting updates to the space, which will begin in June, is the addition of a new high-end bar, which will replace an existing piano lounge. The new space will feature an expansive full-wall bar, a shuffleboard table and will be flexible to accommodate up to 75 guests for private events.

Updates to the convention space will begin with the renovation of the Presidential Foyer and continue into the first quarter of 2020. The foyer will be converted into a conference registration space with a built-in glass board room. The adjoining outdoor balcony will be updated and refurnished with new outdoor furniture.

“While its ambitious in scope, we felt that it was time to give this distinctive skyline property an update,” said Gauthier. “We are confident with our significant investment, we will elevate this property to be the premier convention hotel in the state of Virginia”.

About Commonwealth Lodging Management, LLC

Commonwealth Lodging, a mid-Atlantic based hospitality management and consulting firm, is a wholly owned subsidiary of Commonwealth Commercial Partners, LLC, and has extensive experience with nationally recognized select- and full-service franchises operating in suburban, secondary and tertiary markets. The company specializes in focused, hands-on management of hotels for institutional clients and owners to stabilize property management, improve cash flow and develop sell/hold strategies. To learn more, visit www.commonwealthlodging.com.

About Commonwealth Commercial Partners, LLC

Founded in 1996, Commonwealth Commercial is a leading full-service commercial real estate firm headquartered in Richmond, VA, with offices in Hampton Roads VA, Nashville TN, Jacksonville FL, Tampa FL, Greensboro NC, Charlotte NC, Raleigh/Durham NC, Greenville SC and Reading PA. The company provides demonstrated expertise in the areas of leasing, purchasing, selling, developing, consulting, property management and asset management services. To learn more, visit www.commonwealthcommercial.com.

About Savioke

Based in Silicon Valley, CA, Savioke develops and deploys the Relay robot, hospitality’s first autonomous indoor delivery robots for dynamic public-facing spaces. Able to operate elevators, Relay works autonomously alongside people hotels and hospitals. Founded in 2013 by a team of leading robotics engineers, Savioke is backed by investors such as Brain Corp, Swisslog, Intel Capital, EDBI, Northern Light Venture Capital, Morado Venture Partners, AME Cloud Ventures, NESIC, and Google Ventures. For more information, visit www.savioke.com.

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