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PROCON completes first dual-branded Marriott Hotel - XSS Hotels is developer of Residence Inn/Fairfield

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Waltham, MA The 117,000 s/f Residence Inn/Fairfield by Marriott at 250 Second Ave. celebrated its grand opening with a ribbon cutting. XSS Hotels was the developer and PROCON was the designer and construction manager. XSS Hotels' managing partners Leo Xarras and Mark Stebbins were joined by officials from Marriott International and the city of Waltham for the event. The hotel is off Rte. 128 with access to the Mass. Turnpike and Rte. 2, and is 30-minutes from Boston.

The companies worked closely with Marriott International to create a blended lobby for a seamless customer check-in experience. PROCON's vice president of architecture Kent Beirne explained his team's design approach. "The owner and architect collaboration allowed the team to discuss and explore different ideas. As a result, we concluded that the combined guest check-in and hotel amenities offered the most cost effective, efficient two-brand solution, especially where the Residence and Fairfield Inn provides a "no cost" breakfast to each guest as part of their respective room rate."

Overall, the 5-story building is a sophisticated combination of both brands - providing comfort, productivity, and entertainment. The reception space leads into a chic lobby featuring a bar/lounge, an inviting fireplace with plush assorted seating scattered throughout. Ground floor amenities include a fully-equipped fitness center, swimming pool, guest dining and buffet, a 24/7 market, and a 24-hour business center.

Floors 2-5 feature 190-rooms that are divided between the two brands. Deluxe king and double-queen guestrooms or studios are available through both hotels. The Residence Inn caters to travelers seeking extended-stays. Each room includes a fully-equipped kitchen with a standard-sized refrigerator, microwave, stove, toaster, coffee-maker, and a dishwasher.

Over the last 10 years, PROCON has collaborated with developer XSS Hotels on the design and construction of more than 40 upscale accommodations in the Greater Boston area. The Residence Inn/Fairfield was the first dual-branded hotel of their long-term partnership. And, in the coming years, plans include four more to be located in Greater Boston, and another in the New York metropolitan area.

In a March 2017 Boston Globe article, Steve Maas ranked Waltham third behind Boston and Cambridge for commercial office space and hotels, saying "Increasingly, Waltham is becoming home to many corporate headquarters, a big generator of hotel business."

That said, Waltham is an ideal location for this dual-branded accommodation, attracting both business and leisure travelers alike. In the final analysis, pairing hotels from different cost segments provide travelers with their choice of two accommodation types, and allows the hotels to streamline their operations for increased efficiency.

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