

# Building Owner

## FACILITY

Multiuse commercial office buildings

## CUSTOMER

Building owner / manager

## EQUIPMENT

Mixture of Fujitsu General VRF or split systems, and conventional packaged units

**A large flat management firm** owns and operates roughly 100 buildings across Northern and Central California, almost 6M ft<sup>2</sup> in total. The buildings have HVAC systems of varying ages and complexity, and many require equipment replacement. Energy costs are already too high, and the company has no way to implement integrated energy savings measures across all facilities. They need to remotely monitor and control the HVAC systems at all locations for proper operation and maintenance, and save energy while ensuring comfort.

### How can AIRSTAGE Cloud (ASC) lower energy costs and improve operations for building owners?

- **ASC installed cost** is as little as 10% of the cost of a traditional BMS
- **Access to equipment** and space controls enables a host of energy-saving measures
- **Operational trend logs** and API functionality enable data export to 3rd-party energy analysis software, to accurately assess and optimize energy usage

A Building Management System (BMS) can help solve these problems. A DOE study found that a BMS can provide an average 22% reduction in energy usage. A traditional BMS is far too expensive, requiring months to install and configure, and years to realize an ROI.

### The solution is the AIRSTAGE Cloud BMS

— a full-featured Virtual Private BMS with an ROI measured in months, not years. AIRSTAGE Cloud will lower building operating expenses while delivering a healthier and more comfortable indoor environment.

In this case, a typical 40K ft<sup>2</sup> building, using 16kWh/ft<sup>2</sup>/yr at \$0.40/kWh, has an electrical energy cost of \$256K/yr. Using a conservative estimate of 15% savings with a BMS means about \$38K saved per year. Depending on the number of local controllers, if any, required to connect to existing equipment, the Airstage Cloud system installed cost may be \$10K-45K. An ROI of 3-15 months.

The cost to retrofit all 100 buildings with a conventional BMS alone could range from \$5-25M. That same capital could be better spent installing AIRSTAGE Cloud at a 1/10th that cost, and the remainder used to replace or upgrade HVAC systems,



## How can AIRSTAGE Cloud help?

Owners need to keep their facilities comfortable, their HVAC systems operational, and their service team off the road if possible, all while trying to lower costs. How can AIRSTAGE Cloud help?

**AIRSTAGE Cloud BMS is a perfect fit for mult-site**, phased retrofit of HVAC controls. Whether replacing equipment with Fujitsu AIRSTAGE VRF systems, or integrating conventional HVAC units, installation can be as simple as connecting to a communication trunk or adding a local controller. The cloud infrastructure means that the BMS “backbone” is already in place. Buildings can be brought online as soon as mechanical contracting activities are complete, and configured to start saving energy immediately.

Organization of facilities into sites, buildings, floors, and zones allows quick and easy navigation to all building equipment and areas served. Bulk editing makes initial setting and adjustment of zone control, scheduling, equipment operation, and notifications quick and easy.

**AIRSTAGE Cloud is designed and programmed for maximum reliability and security.** The user interface is automated and intuitive—many customers find that 1-2 hours of training are sufficient. Users on site can adjust their own schedules and comfort settings, freeing up facilities personnel.

- **The Site Manager application** handles equipment monitoring and control. It can adjust thermostat limits, and control tenant access to unneeded control functions. Tailoring settings to the tenant’s needs, including scheduling if desired, saves energy and maintains comfort.
- **Site Manager** immediately notifies service personnel of out-of-range IAQ conditions or equipment faults, often before the tenant is even aware. This allows technicians to isolate a unit or zone, evaluate the issue, and often resolve it remotely.
- **Troubleshooting equipment** issues is easy with Service Manager, which provides detailed graphic views of system operation and parameters, error and operation histories, and more. Remote diagnosis can save a site visit, or enable the technician to gather replacement parts before leaving the shop.

