

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 ft² 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 ft² building, using 16kWh/ft²/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,

