AIRSTAGE Cloud

Energy Manager

FACILITY	**CUSTOMER**	**EQUIPMENT**
Portfolio of 44 municipal buildings of varying size and usage	City or county Energy Manager	Mixture of conventional packaged HVAC units with some Fujitsu General VRF

The Energy Manager of this midwestern city of 500K residents needs to bring their total energy costs down. Budget increases to cover rising operating costs (like energy) are difficult to obtain, while funds to implement energy saving measures may not be.

Most buildings in the portfolio have multiple rooftop HVAC units. Some have been retrofitted with Fujitsu VRF. The Energy Manager must provide facility and maintenance personnel remote monitoring and control of the HVAC systems at all locations for proper operation and maintenance, while SAVING ENERGY.

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.

> **"...A DOE study found that a BMS can provide an average 22% reduction in energy usage and industry data shows they can reduce annual HVAC maintenance costs by about 20%."**

How can AIRSTAGE Cloud (ASC) lower costs and improve operations for Energy Managers?

- **ASC** installed cost is as little as 10% of the cost of a traditional BMS

- **Access to occupant controls** enables setpoint limitation and other energy-saving measures

- **AIRSTAGE Cloud** can be operational within days, saving energy immediately

- **Detailed monitoring** and control of mechanical systems allows for diagnosis of equipment issues prior to, or even in lieu of a site visit

How can AIRSTAGE Cloud help?

Energy Managers are focused on optimizing energy usage and driving down costs. How can AIRSTAGE Cloud help?

As their portfolio grows, AIRSTAGE Cloud grows with it. The platform is infinitely scalable—simply add controllers. There are no software license fees, just add another controller and its subscription cost.
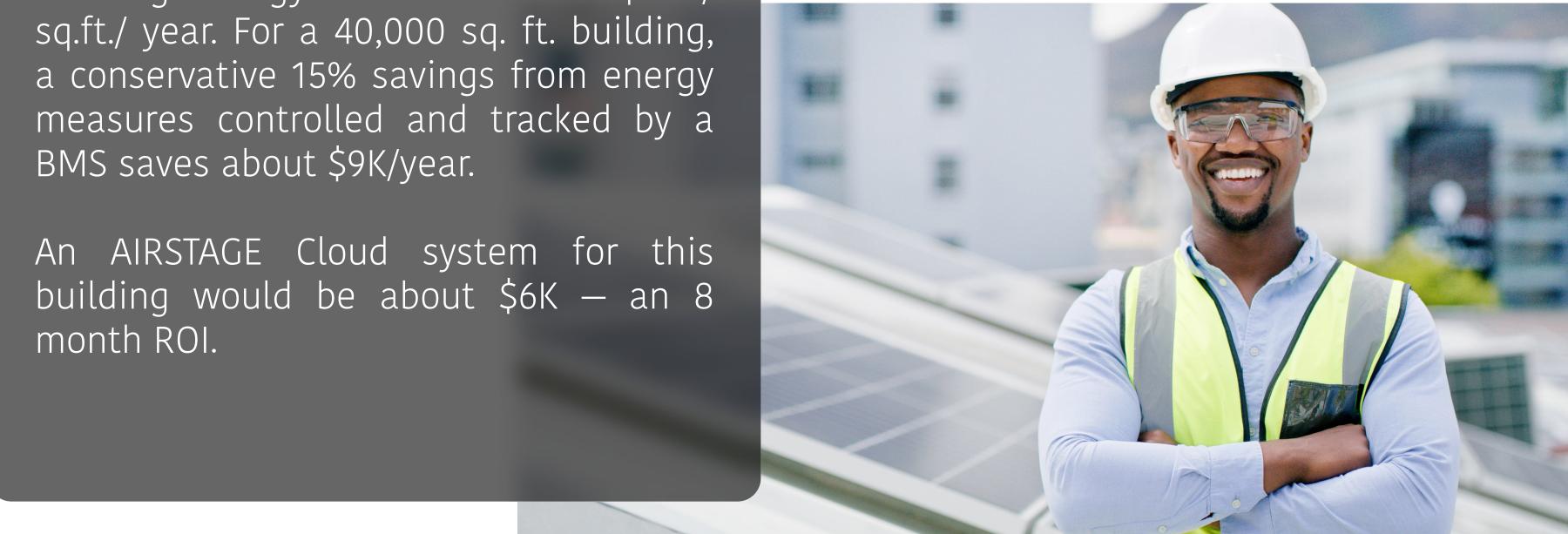
Some projects involve keeping existing conventional HVAC systems intact. Any equipment controlled with 24Vac outputs can be controlled by AIRSTAGE Cloud, using a separate zone controller. This saves money on 3rd-party devices, and keeps all control under a unified interface.

- **The Site Manager** application handles equipment monitoring and control. It can adjust thermostat limits, and control occupant access to unneeded control functions. Tailoring settings to the occupant'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 occupant is even aware. This allows technicians to isolate a unit or zone, evaluate the issue, and often resolve it remotely. Putting energy savings back on track.

- **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. Equipment downtime is reduced, and costly and inefficient rental solutions are minimized.

How much can AIRSTAGE Cloud save in energy costs?

AIRSTAGE Cloud's installed cost is about 10% of that of a conventional BMS. In this area, the average commercial building energy cost is around $1.48/ sq.ft./ year. For a 40,000 sq. ft. building, a conservative 15% savings from energy measures controlled and tracked by a BMS saves about $9K/year.

An AIRSTAGE Cloud system for this building would be about $6K — an 8 month ROI.