AIRSTAGE Cloud

Energy Services Company

FACILITY

Portfolio of 45 clients, 84 sites, mixture of medium to large commercial buildings

CUSTOMER

Building owners, property managers, facility managers

EQUIPMENT

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

This Energy Services Company provides consulting and design services for energy savings projects, and facilitates Energy Performance Contracts. Their customers include commercial building owners, education and government facility managers, and property management firms. Because their mission is to maximize energy savings, they need to model and analyze current energy usage, then design and implement savings measures. For facility HVAC systems, it is necessary to control and monitor equipment operation closely to minimize energy usage. That requires a Building Management System, or BMS.

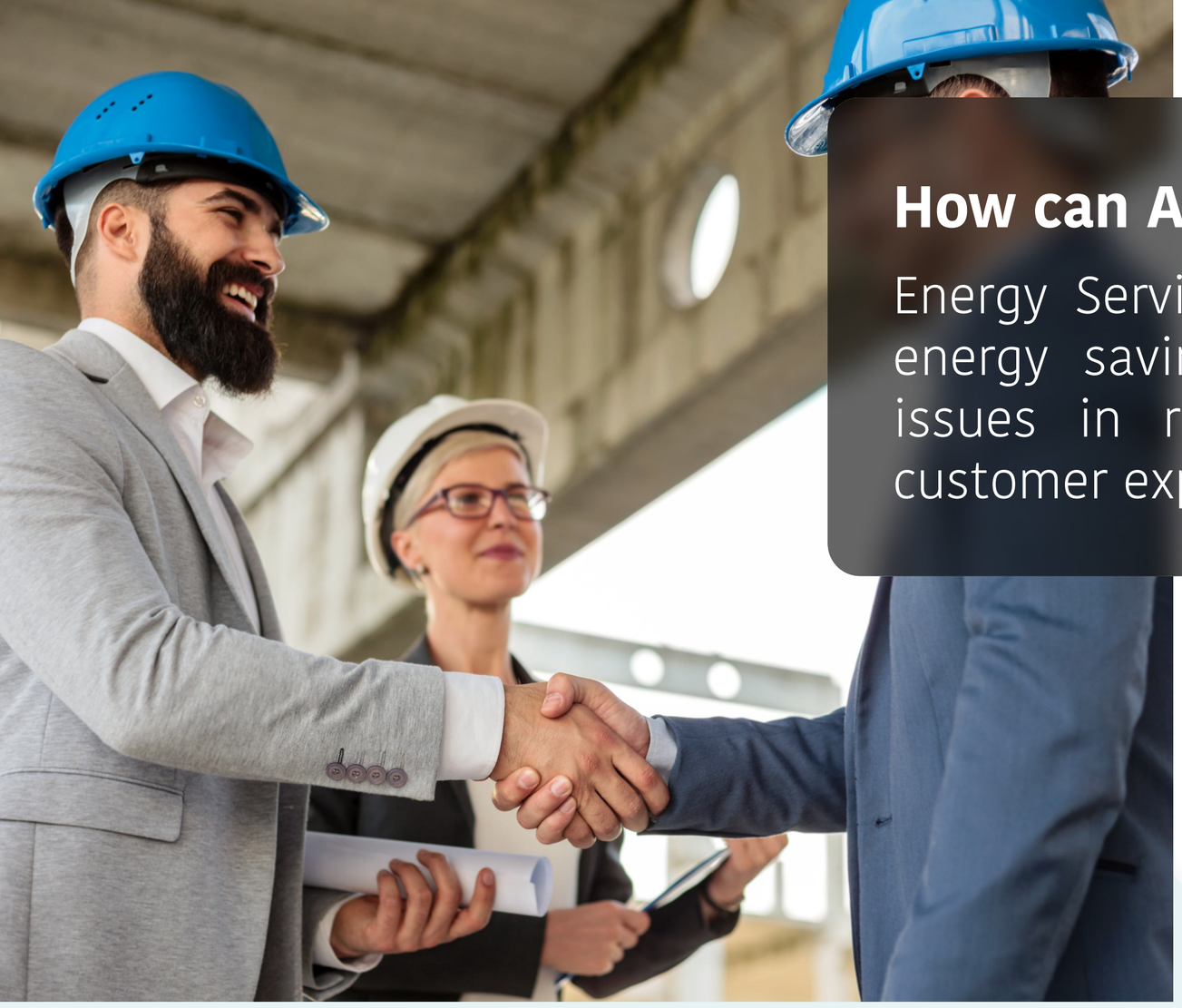
A DOE study found that a BMS can provide an average 22% reduction in energy usage. A traditional BMS is far too expensive, requiring months to install and configure, and years to realize an ROI.

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 energy costs 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) empower ESCO’s to win contracts and deliver substantial energy savings for building owners and managers?

- **ASC** installed cost is as little as 10% of the cost of a traditional BMS
- **ASC** enables full control of operation settings that can maximize energy usage
- **24/7 monitoring of equipment** and occupant spaces enables instant response to an out of range condition or equipment issue that may impact efficient operation



How can AIRSTAGE Cloud help?

Energy Service Companies need to deliver provable energy savings, and be responsive to operational issues in real time, while delivering a superior customer experience. How can AIRSTAGE Cloud help?

How can AIRSTAGE Cloud help you win contracts?

- **The BMS is a major cost** driver of almost any new performance contract. AIRSTAGE Cloud's installed cost is about 10% of that of a conventional BMS. In this ESCO's 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.

- **Whether connecting to AIRSTAGE VRF** equipment or conventional 24Vac-controlled HVAC units, AIRSTAGE Cloud can be installed in a few minutes, and operational within days. Energy measures and performance tracking are immediately put to work.
- **AIRSTAGE Cloud is automated and intuitive.** For ESCO's and their customers, 1-2 hours of training are sufficient for operation. No delays or expensive onsite training.
- **Our Customer Success** team members will assist with identifying and delivering the trend data that you need, and to resolve any operational or training issues if they arise.

- **The Site Manager application** handles equipment monitoring and control, including setpoint control and scheduling. It can adjust thermostat limits, set space comfort alarm thresholds, and control occupant access to unneeded control functions. Tailoring settings to the customer'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 customer is even aware. This allows technicians to remotely isolate a unit or zone, evaluate the issue, and often resolve it remotely.

- **Remote Function Setting (RFS)** allows remote adjustment of equipment settings for special operations e.g. deadband control or supplemental heating strategies.