

# 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

