

Facility Management

FACILITY

Portfolio of 24 apartment buildings/complexes

CUSTOMER

High-density residential property owner/manager

EQUIPMENT

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

This property management firm owns and operates a portfolio of 24 apartment buildings, located within 20 miles of their office. They need to remotely monitor all HVAC systems for proper operation, provide rapid response to maintenance issues, and optimize energy usage while ensuring tenant comfort. The problem is that operation and maintenance expenses are already too high, and energy costs continue to rise. Without central control of the tenants' HVAC systems, they cannot optimize equipment operation to save energy. And they can't afford to spend hundreds of dollars to put someone in a truck

to fix what be may a minor issue.

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. But 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.

How can AIRSTAGE Cloud (ASC) lower costs and improve operations for apartment owners?

- **ASC installed cost** is as little as 10% of the cost of a traditional BMS
- **Access to tenant controls** enables setpoint limitation and other energy-saving measures
- **24/7 monitoring of equipment** and tenant spaces enables instant response to an issue
- **Detailed monitoring** and control of mechanical systems allows for diagnosis of equipment issues prior to, or even in lieu of a site visit

"... industry data shows that a BMS can reduce annual HVAC maintenance cost by about 20%."



