AIRSTAGE Cloud

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.

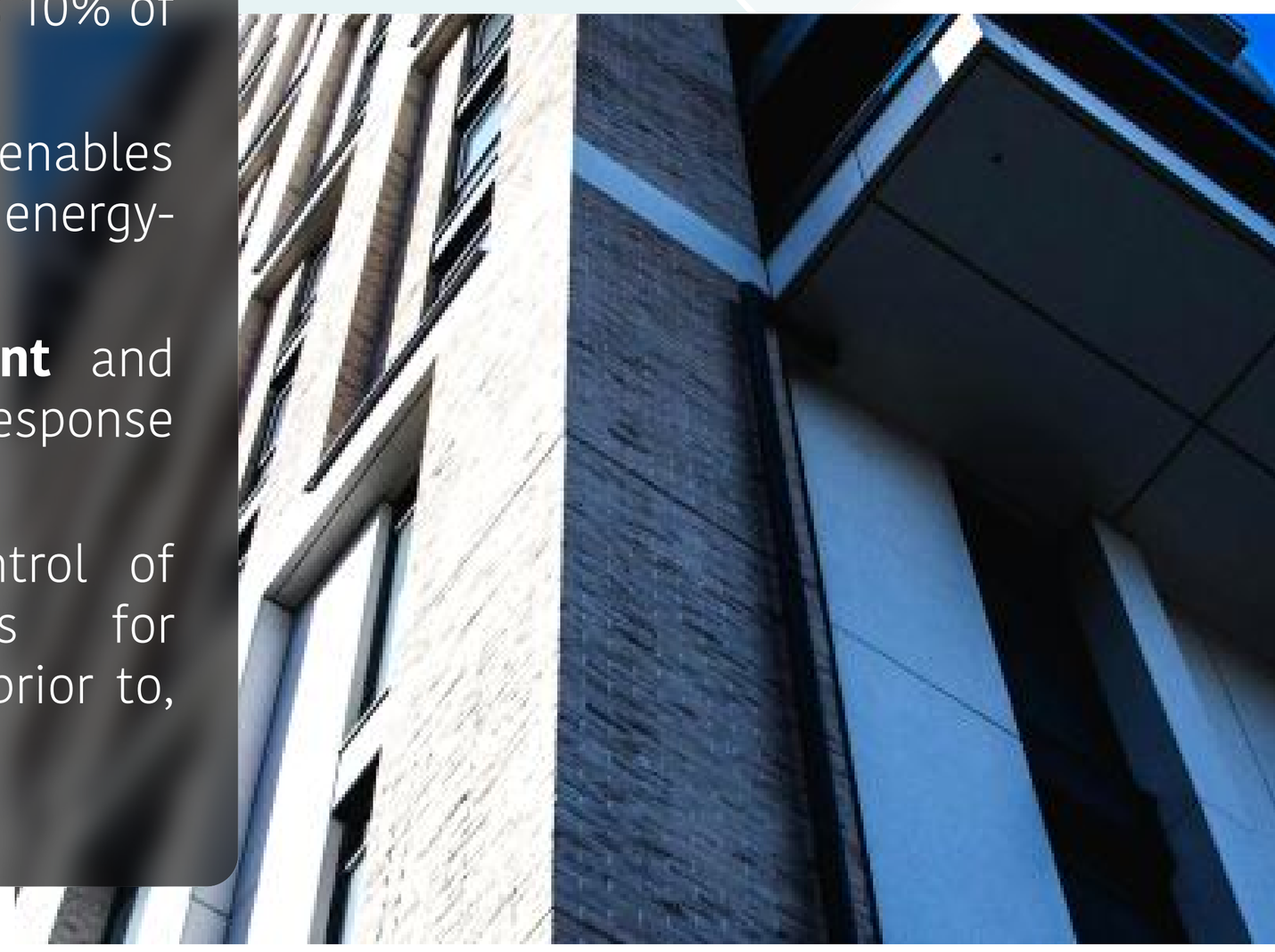
A Building Management System (BMS) can help solve these problems. A DOE study found that a BMS can provide an average 22% reduction in energy usage. But a traditional BMS is far too expensive, requiring months to install and configure, and years to realize an ROI.

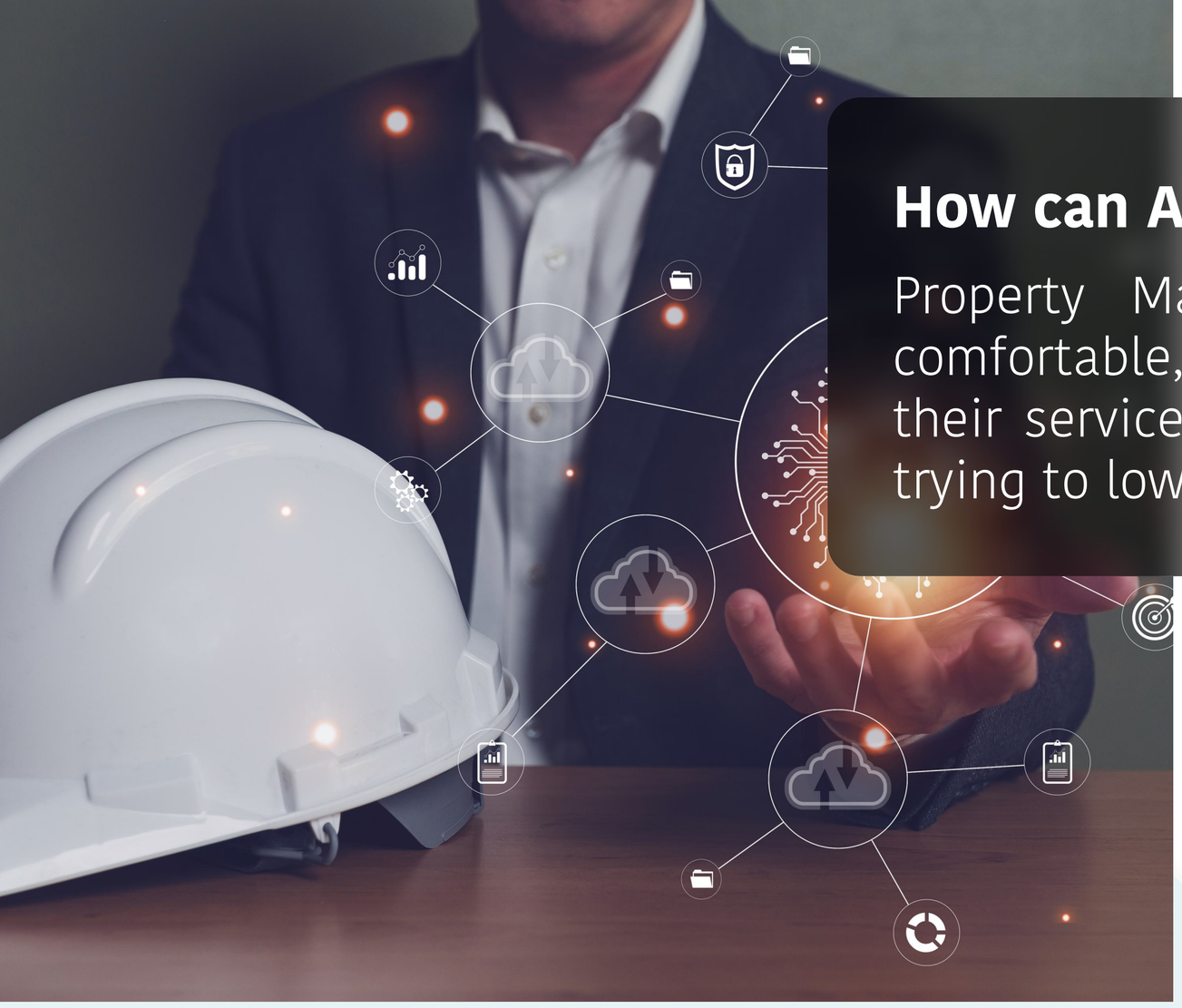
The solution is the AIRSTAGE Cloud BMS—a full-featured Virtual Private BMS with an ROI measured in months, not years. AIRSTAGE Cloud will lower building operating expenses while delivering a healthier and more comfortable indoor environment.

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

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





How can AIRSTAGE Cloud help?

Property Managers need to keep their tenants comfortable, their facility systems operational, and their service team off the road if possible, all while trying to lower 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 also 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.

In this area, new construction of a standard mid-rise apartment complex with 50 units is about $18-20 million. HVAC mechanical systems are 10% of building cost, and a conventional BMS 10% of that, or $200K. AIRSTAGE Cloud installed cost is less than $20K.

With average yearly usage per unit of 9,000kWh, at a cost of $0.40/kWh, total yearly energy costs for the complex, without a BMS, are $180K. A conservative estimate of 17% energy savings with a BMS can cut that to $150K. The difference? Your ROI for a conventional BMS is 6.7 years. For AIRSTAGE Cloud? 8 months.

- **The Site Manager application** handles equipment monitoring and control. It can adjust thermostat limits, and control tenant access to unneeded control functions. Tailoring settings to the tenant'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 tenant is even aware. This allows technicians to isolate a unit or zone, evaluate the issue, and often resolve it remotely.
- **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.
- **Tenants can be given remote access** to their own unit, allowing convenient control when away, and saving energy.