Plug and Play Analytics
for commercial buildings

Sean F. Gaines – Business Development & Partnerships
Objective

What is a Fault Detection Diagnostic (FDD) system?
• What does it do?
• Where is it used in Hotels?

Why get an FDD Solution now?
• Automated Integration = Affordable Pricing
• ROI in months, not years

How does it help my business?
• Identifies and prioritizes HVAC issues ranked by cost impact
• Improves guest comfort, reduces complaints
• Saves Energy = Saves Money
• Catch problems quickly = Peace of Mind
Building Management Systems

IoT Devices: Everywhere

Need BMS for
Automated Control
Building Management Systems: HVAC

Connect to existing BMS network
Data Verification and Management can take up 80% of your teams time.
BuildPulse manages the setup, data stream, and works with your team to verify accuracy with low touch training so your team can do what it does best.
Plug and Play

Install & security
1-2 hours

Auto Discovery
2 weeks – 4 months

Intelligently Read Data
every 5 minutes
Key Differentiators

**Simple Integration**
works with legacy systems (non IP enabled, non BACnet)

**Automated Data Mapping**
Using patent pending process, for 100% of points

**Out of the Box Reporting**
Reports and diagnostics auto generated to match equipment and available sensor data

**Action Oriented**
While BuildPulse provides all the data and views you could want, it focuses on delivering answers not dashboards.
Initial data training: Understand, trust, own and act!

**Training**
4-6 weeks, 1 hour each week

**Support**
Monthly, Quarterly, Ongoing

1. Access to best practices and the BuildPulse community
2. Monthly and quarterly check-ins
3. Rely on support and troubleshooting from BuildPulse experts
Typical Impacts

- 50% improvement in HVAC related O&M hours
- 30% average decrease in duration of HVAC related problems
- 40% reduction in HVAC related complaints
- 5-10x average first year energy ROI. 2x steady state
- 10% Reduced asset breakdown and increased asset lifetime
- Improved sustainability scores
Session Summary

• Introductions: Addition to Team
• Solution Overview
• Pricing + Case Studies
• Dashboard Demo
• Questions
Success Story: Holborn Bars

Goal
• Reduce Energy consumption
• Improve environmental conditions
• Improve BMS operations

Issues Uncovered
• Failed or leaking chilled water valves and economizers
• Poor chiller sequencing allowing two chillers to start together causing peak demands
• Inoperable secondary loop pressure sensors causing pumps to run at full speed

Outcomes
• Actionable data leading to better informed decision making
• Improved tenant-landlord relationship
• Decreased energy costs and occupant complaints
• **ROI**: $46,000 in energy savings in the first 2 months (7.6X return)
Success Story: Gonzaga University

Goal

- Decrease occupant complaints
- Move away from digging through BAS data

Issues Uncovered

- Seasonality: Overcooling and reheat conditions in Summer operation
- Set points outside of campus specification
- Equipment over cycling or operating 24/7

Outcomes

- Reduced occupant complaints
- Reduced electricity usage
- **ROI**: $100,000 in energy savings in the first 5 months
Success Story: University of New Hampshire

Goal
• Spend more time fixing issues and less time searching for them
• Prioritize workflow
• Trending capabilities

Issues Uncovered
• Non modulating chilled and hot water pumps
• Multiple uncaught sensor failures
• Schedules not following expected control programming

Outcomes
• Prioritize issues based on cost savings
• Proactively mitigate problems
• **ROI:** $80,000 in energy savings in the first 4 months
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