



We believe there is a better way...



Topics

- ▶ Sunbelt
- ▶ Common Pain Points
- ▶ Market Trends
- ▶ System Maintenance
- ▶ Migration Path



Questions for You

1. What controls systems/vendors have you worked with?
2. What criteria is most important to you when making a decision on what system to go with?

Who is Sunbelt?

- ▶ Largest privately owned controls contractor
- ▶ 30+ year in business
- ▶ Employee owned
- ▶ Diverse customer base
- ▶ Multiple Locations, 5+ states



Tailored Offerings



Common Pain Points

- ▶ Locked in with a single service provider
- ▶ Poor response times
- ▶ Price



Locked in

- ▶ Locked in with a single service provider
- ▶ Where else can I go for support?
- ▶ Do I have access to the software/tools?
- ▶ BACnet does NOT equal “open source”



Poor Response Times

- ▶ The less competition you have, the longer you may wait



Price

- ▶ Upfront Costs vs. Total Cost of Ownership
- ▶ Pay more over time
- ▶ ASHRAE lifecycle cost = 15 years
- ▶ Partnership vs. transaction



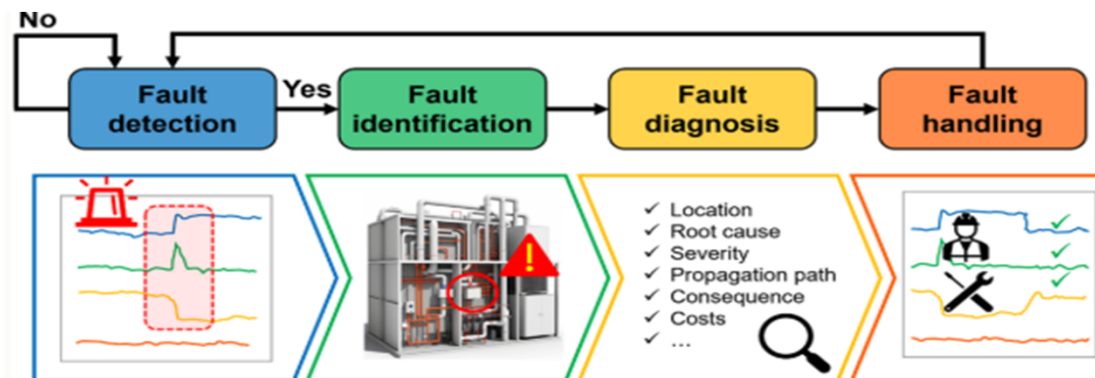
Market Trends

- ▶ Alarming and FDD
- ▶ Occupancy Based Control
- ▶ Remote Access
- ▶ BAS Cybersecurity

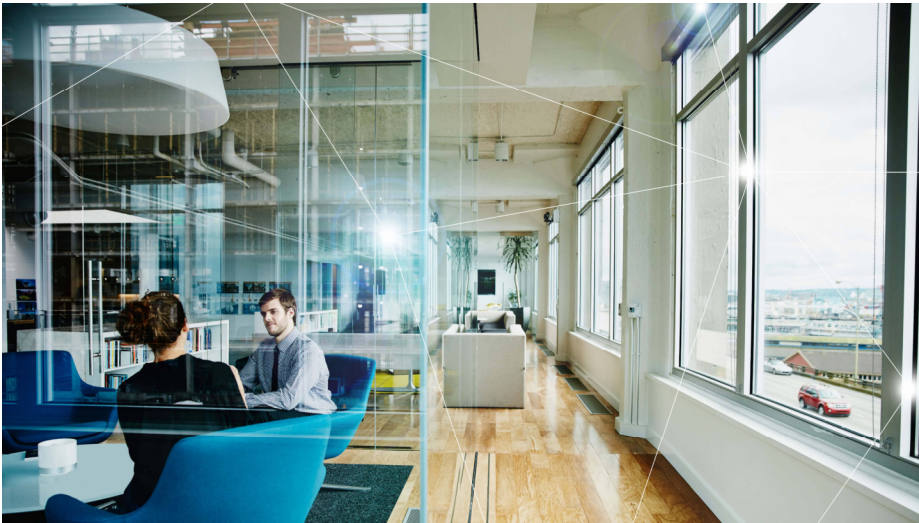


Alarming & Fault Detection Diagnostics

- ▶ Uses real-time system data to identify problematic issues
- ▶ Shift from reactive to predictive maintenance through detecting issues early
- ▶ Can reduce energy usage by up to 15%



Demand vs Schedule Based Control



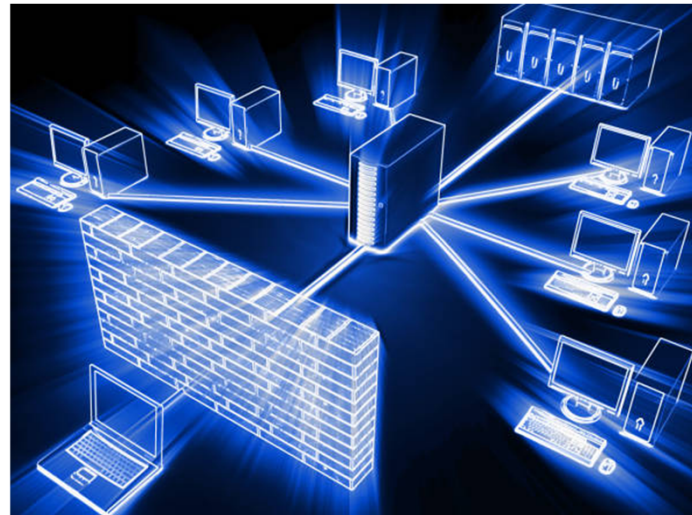
Remote Access

- ▶ Expedited support
- ▶ Minimize system downtime
- ▶ Keep cost low (60% of calls can be addressed remotely)



BAS Cybersecurity

- ▶ Firewall
- ▶ VPN



Cloud Hosting

- ▶ Host the BAS database
- ▶ Manage windows/software updates
- ▶ No onsite computer to maintain



What Should be Maintained?



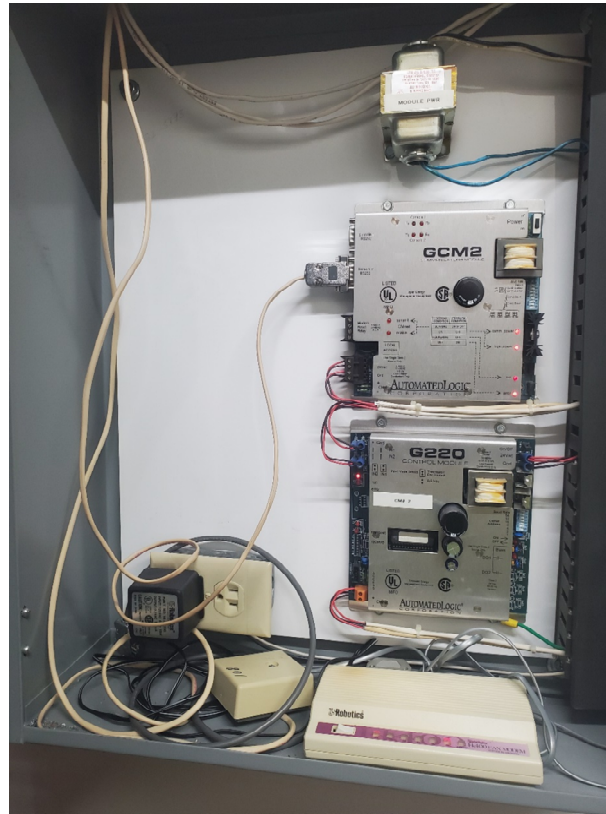
Computer and Software

- ▶ BMS Computer and software
- ▶ Application software
- ▶ Controller firmware
- ▶ System backups
- ▶ System credentials



Field Components

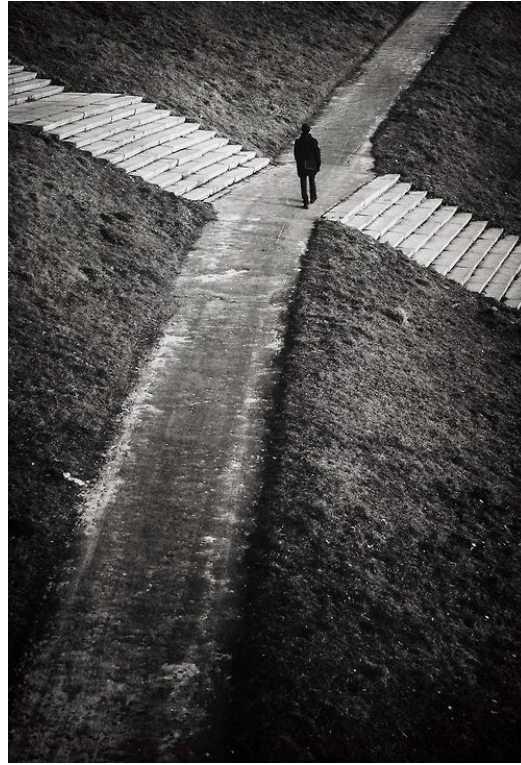
- ▶ Proactively plan for a replacement
- ▶ Keeps costs down
- ▶ Decrease system downtime
- ▶ Improve system performance



Sensor Calibration

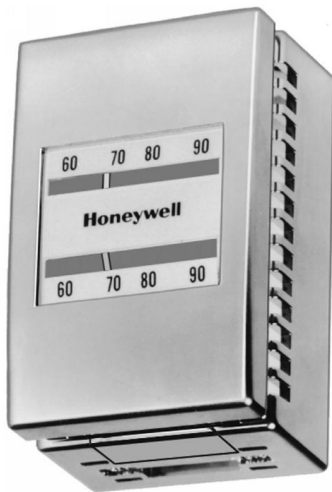


Next Step?



Migration Path

- ▶ You do NOT need to upgrade everything at once.



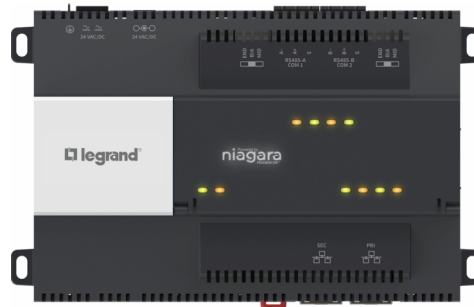
Migration Path

TRIDIUM[®] - Software Developer
Connecting minds and machines

Powered by
niagara^{AX} - Software Platform
FRAMEWORK[®]

JACE[®] - Hardware Platform

Migration Path



Summary

- ▶ What vendors can I reach out to for support?
- ▶ Do I have access to the tool needed to make changes/manage the system?
- ▶ Partnership vs. a single transaction
- ▶ Do not have to upgrade the system all at once (migration path)



Thank you again for your time!

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