Transform your business with IoT-enabled controls

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ENERGY BILLS ARE RAPIDLY CHANGING

The energy landscape is changing. Historically, the main energy challenge was the rising wholesale cost of the gas and electricity markets due to soaring oil prices. Now, the situation has changed. Non-commodity costs (NCCs) are a mix of transmission, distribution, and other regulated charges that are paid on top of the wholesale price of energy and form a significant portion of your energy bill. These charges are rapidly increasing, so taking control of these costs is now just as important as buying at the right time.

Non-commodity costs for electricity will have risen

100% by 2025 compared to 2015 levels

2015
A £750,000 bill in 2010

2025
is predicted to be
a £1.2 million bill in 2020

UK plc spends £20bn on energy

On average 40-50% is wasted

Thats £10bn that could be re-invested

A 10% saving is £5.4m per day

Your energy is being wasted

A £750,000 bill in 2010

is predicted to be

a £1.2 million bill in 2020

Energy Intelligence Centre
NON-COMMODITY COSTS ARE SOARING

Our in-house analysis shows that by 2025 non-commodity costs will account for the largest portion of your electricity bill at 60%.

Without sight of your energy data you cannot truly see what you’re using and when. Once you can see it, you need the tools to interpret it so you can understand how to take necessary action to combat rising charges.

The only way to help mitigate these increasing charges it to use less energy. IoT is the enabler to help you do this. Gathering data is one thing understanding what your building is telling you is another. Through the power of IoT you can optimise your buildings and use energy more intelligently to:

- IMPROVE MAINTENANCE
- CREATE A CONNECTED ENERGY STRATEGY

Challenges you may face

Efficient building management can happen anywhere at any time; data and analytics need to be available in real-time, 24/7 and 365 days a year.

We create solutions that tackle critical business challenges, solving many problems that you may face.

Do you...

- struggle to cut energy, carbon and overall operating costs?
- lack accurate energy and water consumption data for your sites?
- find it difficult to access your own data?
- have the skills to analyse data and turn it into insight and actionable savings?
- have access to real-time data and controls to act on insight fast enough?
- spend more time reacting to issues than proactively managing your estate?
- have a BMS with expensive licence fees?
- end up compiling spreadsheets because your systems don’t deliver what you need?
- feel tied to your legacy systems due to cost and interruption concerns?
- own multiple systems, such as heating and air-con, that do not interact with each other?
- install costly, branded replacement products to maintain your building because you have no choice?
- need to deliver a better customer experience to remain competitive?
- feel under pressure to keep up with technology that’s transforming your industry?
IoT can bring together disparate systems in your buildings such as lighting, building management systems (BMS) and security systems.

What is an Intelligent Building?
An intelligent building is a smart, integrated facility that is more efficient and cost effective to run than a traditional site. It may have systems such as lighting, air conditioning, security, and fire that:
• operate automatically
• can be controlled remotely
• integrate on a single platform to complement and talk to each other, for example, temperature sensors can automatically operate air conditioning
• provide you with clear, current energy data that details where, when, and how you use your energy

Cutting-edge technologies and integrated systems help to improve efficiencies and reduce wastage leading to lower running costs. It’s important for forward thinking industrial and commercial businesses to create an intelligent building to plug into the smart city of the future. Even more can be achieved when combined with an intelligent energy strategy.
“By working with EIC we were able to identify that our immediate solution was to scrutinise the use of in-store equipment to save energy and carbon. We were able to implement a control strategy with the device and we immediately benefited from the energy reduction.”

Ladbrokes
WE CAN MAKE YOUR BUILDING INTELLIGENT, CREATING A SMARTER BUSINESS.

- Where would you position your building’s current capability?
- Do you think there’s room to improve your energy and building strategy?

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How to begin your journey

WE’VE DEFINED A SIMPLE THREE-STEP PROCESS TO ACHIEVE AN INTELLIGENT BUILDING:

1. DISCOVER YOUR POTENTIAL

2. INSTALL THE RIGHT INFRASTRUCTURE

3. OPERATE YOUR BUILDINGS BETTER

1. Discover your potential

Are you willing to let us identify how you’re using energy and how you can make improvements?

We can help you identify the true capabilities of your buildings to reveal opportunities for energy and cost savings. To do this, we will undertake our 360 Strategic Review.

- **360 Strategic Review: a diagnostic analysis of your energy**

Our 360 Strategic Review is the ideal first step to creating an Intelligent Building. It is key to unearthing hidden savings potential within your business. Our review is an in-depth analysis of your business energy, which provides you with a valuable report and clear actions you can take to cut your costs and consumption.

The savings identified are achievable through a range of measures, some of which require no upfront investment and can be set in motion immediately.

Our reviews will:
- **Outline how and why your energy costs are rising.**
- **Identify which areas you can explore to minimise costs and reduce risks.**

We’ll need to find out if you have sub-metering or any traditional BMS installed.
ARE YOU ABLE TO IMPLEMENT INFRASTRUCTURE PROJECTS TO REALISE THE POTENTIAL OF OPPORTUNITIES IDENTIFIED?

The next stage of the journey is to look at installing one-off projects that will help optimise your energy and buildings. Then, with an Intelligent Building, you can easily control when you:

- **Use energy**
- **Store energy**
- **Sell back energy**
- **Buy energy**

**Wind turbine**

**Battery Storage**

**Intelligent Building**

- Remote Services - Metering Solutions
- Lighting Solutions - Building Controls

**Solar Panels**

**CHP Plant**

**Electricity Sub-Station**
WE CAN SUPPORT YOU WITH A RANGE OF SERVICES, INCLUDING:

Metering Solutions
Our metering solutions focus on sub-metering to help you gain better insights into your energy usage. Installing sub-metering devices ensures you can monitor usage for tenants, different departments or individual pieces of equipment such as lighting and heating. All metering data is accessible 24/7 on our cloud-based software. Once you know where and when you’re consuming energy you can take proactive action to reduce wastage, cutting costs and carbon. The Carbon Trust states that metering provides energy savings of 10%. Sub-metering helps identify areas of inefficiency to enable end users to take action that can save a further 30% on their bills.

Lighting Solutions
We can install new lighting technology at your sites. When integrated alongside IoT-enabled monitoring and controls we can help you save money and boost your CSR credentials. Intelligent lighting controls can save 30-50% on costs.

Solar
We can support your business to implement solar at your site to generate cost-effective and sustainable renewable energy. Generating power from solar panels will cut your emissions, help the environment and can link with a battery storage solution to maximise ROI.

Combined Heat & Power (CHP)
We can help you install a CHP at your site so you can generate your own heat and electricity. CHP provides a resilient energy supply that cuts your emissions, lowers your energy usage and opens the door to DSR opportunities.

Battery Storage
With our support you can install a battery solution as part of your wider energy strategy. Batteries can work in tandem with renewable energy sources such as solar or wind and can help you generate additional revenue via potentially lucrative demand side response (DSR) schemes.

Essential Controls
Our Building Management System (BMS) delivers real-time energy controls for your buildings. It’s a compelling combination of hardware and software for small to medium sites. Our scalable controls can link to and control systems such as lighting, heating, air conditioning systems, and door/air-curtains as well as monitor temperature, humidity and CO₂. Our innovative software ensures you can manage control strategies on a wide portfolio of sites from the single touch of a button.

Smart Controls
An interactive window into the operation of your business. Our smart controls solution is a powerful BMS that allows you to manage, control and co-ordinate your buildings’ critical business systems. We can link to and control HVAC, lighting and energy management. Our hardware and software combination is the perfect solution so you can manage controls strategies at complex sites, across a large portfolio. You can access through web-based software and apps. It’s versatile, easy to use and remotely configurable.

Integrated Controls
Efficient building management can happen anywhere, anytime, if you have the right tools. Data and analytics need to be available in real-time, 24/7 and 365 days a year. That’s where our IoT-enabled Building Energy Management solution comes in. It future proofs your business and delivers total integration and control of your energy and buildings. From energy metering, to existing BMS and other business critical systems such as fire, security, and CCTV, we ensure you’re systems can speak the same language and are all accessible and controllable via a single platform.
3. Operate your buildings better

ARE YOU READY TO RUN AN INTELLIGENT BUILDING?

Once you have the right infrastructure installed, you can optimise your buildings and energy use to achieve up to 20% operational cost savings with our IoT-enabled integrated controls solution, Building Energy Management.

Our unique solution brings together the required technologies to integrate our clients’ critical energy systems with a single, remotely-managed platform. This means you can manage your buildings in real time, saving valuable time, money, and hassle.

We utilise open architecture technology to access all your vital business systems. It will communicate with, control and report on any system that sits in any of your buildings, including heating, lighting and ventilation. This approach enables you to implement, amend and manage control strategies on a wide portfolio of sites with the single touch of a button.

Our integrated platform, apps, and services are all the utility management tools and features you need to meter, monitor, control, report, and display your building management activities across multiple devices from desktop to smartphone, providing access anytime and from anywhere. Our solution turns raw data into energy intelligence and actionable insights.
IoT-enabled controls in action

Our IoT solutions connect with a wide range of controls hardware. Here is an example office installation showing our range of controls in situ.

HVAC Maintenance Services and Smoke Control
Fire Detection and Alarm
Surveillance
Intrusion Detection
Security and Access Control
Enterprise Systems Integration
Mechanical Maintenance and Retrofit
Building Management System

Integrated controls
Our intelligent solution – Building Energy Management – has the ability to aggregate and integrate multiple data sources across your building infrastructure. It gives a holistic view not only across different BMS systems but also other sub-systems such as parking, CCTV, access control, and lighting.
Once these data sources are integrated, the platform enables you to develop analytics and controls capability based on ‘relationships’ between your systems and put in place business rules (thresholds, alerts, and triggers). This automates the operation of your facilities, for example if your access control shows most people have left your building the HVAC system will automatically reduce the level of air con being used and lower lighting levels.
Energy intelligence, actionable insights

WE CAN UNLOCK THE TRUE POTENTIAL OF YOUR BUILDINGS THROUGH SOPHISTICATED DATA ANALYSIS AND REPORTING.

You need to understand what your building is telling you through its data. That’s where our Intelligent Bureau service comes in.

We can provide a number of financial reports to help you better budget and plan ahead, considering any site or tenant charging requirements. At the same time our team can also drill into the detail of your usage. With our expertise and powerful analysis tools we deliver valuable insights. This identifies errors, anomalies and wastage that can uncover hidden cost, carbon and consumption savings. Our unique suite of reports include:

- **Bill Analysis**
- **Financial Reporting**
- **Consumption Insight**

Our mix of building management, energy market, and energy engineering expertise is the perfect blend of skills to turn raw data into actionable insights. The way our Triad Alert service integrates with our IoT-enabled controls solution is a strong example.

During the winter of 2017/18 we successfully predicted all three Triad periods issuing just 9 red ‘Take action now’ alerts to our clients. We can then feed this intelligence directly into our controls software to ensure clients can use that insight to make savings – whether that be automatically or via alerts to make manual interventions.

In a previous season, a client saved in the region of £800,000 by taking action based on our insight.
Remote Services

Through our Operations Centre, our team can optimise your sites’ assets without impacting their performance.

In fact, we help your building work better for you and manage this on an ongoing basis. By improving maintenance, and creating a connected strategy for your sites we can cut your costs. And remember, it’s not just limited to energy.

“EIC always provide insightful and timely advice. The team support and work with us in a way that we understand. This is critical as energy can be quite a technical subject for the inexperienced. EIC are trusted advisors and provide excellent customer service at all times”

Pizza Hut Restaurants
A solution to benefit your entire organisation

OUR INTEGRATED IoT CONTROLS SOLUTION, BUILDING ENERGY MANAGEMENT, WILL HAVE A POSITIVE IMPACT ACROSS YOUR BUSINESS.

Facilities Directors and Energy Directors can access all the key information about their sites on a single screen allowing them to make instantaneous changes to multiple sites at the touch of a button.

Finance and Procurement Directors are able to simplify and cut costs.

Our solutions ensure you have full access and visibility of your data, unlocking previously locked protocol systems. Customer-focused businesses like national retailers are implementing IoT solutions as they can enhance customer experience and have a direct impact on sales revenue.

The opportunities are endless.

**IT Director**
- Actionable insights to manage server room environment.
- Multiple systems and data accessible via a single platform.

**Facilities / Property Director**
- Total visibility and control of your sites and systems in a single platform.
- Fast to deploy with minimal disruption to your site.

**Finance Director / CFO**
- Cheaper buildings to run.
- Project ROI can be under 12 months.

**CSR Manager**
- Reporting that helps to inspire colleagues and track sustainability milestones.
- Insights that deliver results and support external communications such as PR and annual reports.

**Procurement Director**
- Buildings that require fewer supplier support partners and ongoing licence fees.
- A more efficient and sustainable building portfolio.

**Managing Director / CEO**
- Cut costs and boost the customer experience.
- Enables you to run a more profitable business.
“We selected the solution due to its ability to connect to our network, ‘talk’ to our existing ac units and report back. We can now react to faults/failures prior to the store realising they have an issue. The capability to change settings without requiring a member of staff to do so is a great element of the system. We required an easy use interface with potential for expansion which was a big draw of the BMS.”

Iceland
Why choose EIC?

We believe we’re the perfect partners for forward thinking businesses that are ready to upgrade to intelligent buildings and a smarter business.

WE ARE ENERGY AND BUILDINGS EXPERTS
We have a rich heritage in the industry; EIC was originally founded in 1975. Our monitoring and controls solutions have been crafted since 2004. We’ve helped hundreds of clients improve their buildings’ efficiency, cut costs, and reduce wastage. We’ve got the perfect in-house blend of building management, energy markets, and energy engineering expertise.

WE HOUSE A SKILLED TEAM OF PROFESSIONALS
Our energy markets team produce market-leading reviews and reports to deliver interpreted advice for our clients. Our Intelligent Bureau team understand all elements of your energy bill so we can advise exactly where and when you can make savings.

We’ve got one of the largest teams of controls-focused developers in Europe. They can create coding so all your critical building systems and devices can communicate with each other.

WE DELIVER INNOVATIVE, NEXT GENERATION TECHNOLOGY
We have formed strategic alliances with market leaders such as Intel. Our IoT controls solutions can transform your entire business – it’s not limited to your energy strategy.

WE’RE INDEPENDENT AND ON YOUR SIDE
Good news – we are not a traditional BMS provider. We are supplier agnostic. So if you need to replace a defected part you can buy a like-for-like replacement at a fraction of the price of the branded product you’re tied into today.

WE ARE CUSTOMER-ORIENTATED
A Net Promoter Score above +40 is considered world-class. Our score of +58* highlights the strong relationships we have with our clients.

*January 2019
Control costs on both sides of your meter

EIC PROVIDES INTEGRATED STRATEGIES THAT WILL MINIMISE AND MANAGE ALL OF YOUR ENERGY AND WATER COSTS. WE ARE ABLE TO OPERATE AND POSITIVELY INFLUENCE BOTH SIDES OF OUR CLIENTS’ UTILITY METERS WITH A WIDE VARIETY OF TRULY BESPOKE SOLUTIONS.

On the ‘supply side’ we can support buying better with smart, fixed and flexible procurement contracts and bill validation. Plus, on the ‘demand side’, we can provide actionable insights into your utilities usage with our intelligent building controls and bureau solutions.

We work closely with our clients to understand their business goals and challenges and we create and implement a Strategic Energy Solution bespoke to their needs. We have an unrivalled suite of services and use cutting-edge technology to help you buy better, cut consumption, shift usage and take advantage of new revenue streams. Our bespoke solutions are insightful, use innovative technology and integrate your approach to deliver actionable insights.

An intelligent building can optimise your energy procurement and help you with compliance activities.
Start your journey today
To find out how EIC can help you create intelligent buildings and a smarter business call 01527 511 757, email IntelligentBuildings@eic.co.uk or visit www.eic.co.uk