

RISE TO NEW HEIGHTS IN ENERGY MANAGEMENT



The Environmental Protection Agency indicates that a full **30%** of the energy used in buildings is used inefficiently. What does that mean for your building?

Energy usage average annual expenses by industry:

Hospitality	⇒ \$2,196 per available room
Academia	⇒ \$540.17 per FTE student
Commercial	⇒ \$1.81 per square foot

Improving the efficiency of energy usage in each of these situations will have a serious impact on the bottom line. But how do you save energy without causing a negative impact on the comfort of occupants?

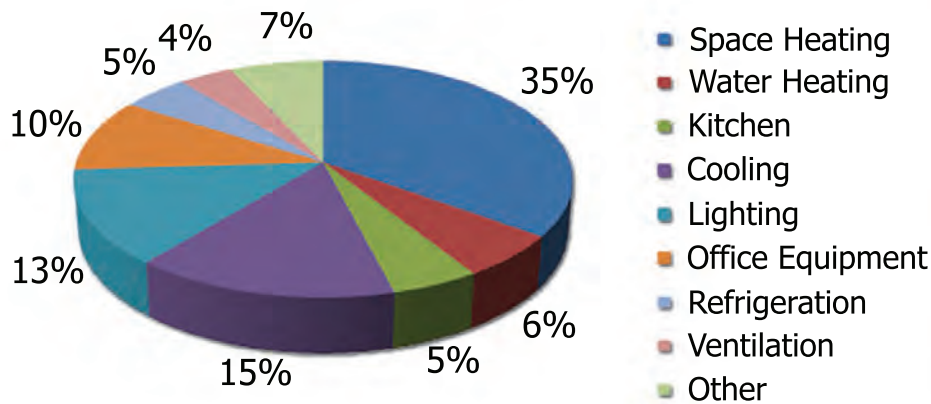
A building is not just steel and glass or brick and mortar; it is a collection of systems that are designed to work together to create a comfortable and productive environment. How well those systems work independently as well as collectively will definitely

have an impact on energy efficiency. Systems Associates, Inc (SAI) has been in the business of perfecting buildings' systems since 1981. We look at the building as 'holistic', taking into account how each system influences the many others and applying strategies that deliver maximum savings while preserving comfort, safety and system integrity.



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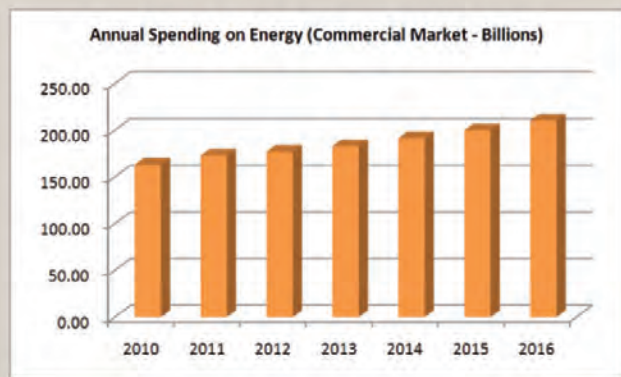
GET THE FACTS



Where the Money Goes

Heating, Ventilating and Air Conditioning represent over half of the overall utility budget. Add in lighting, and that total jumps to over 2/3.

Reducing the HVAC expenses by just 10% can result in a tangible positive impact to the bottom line.



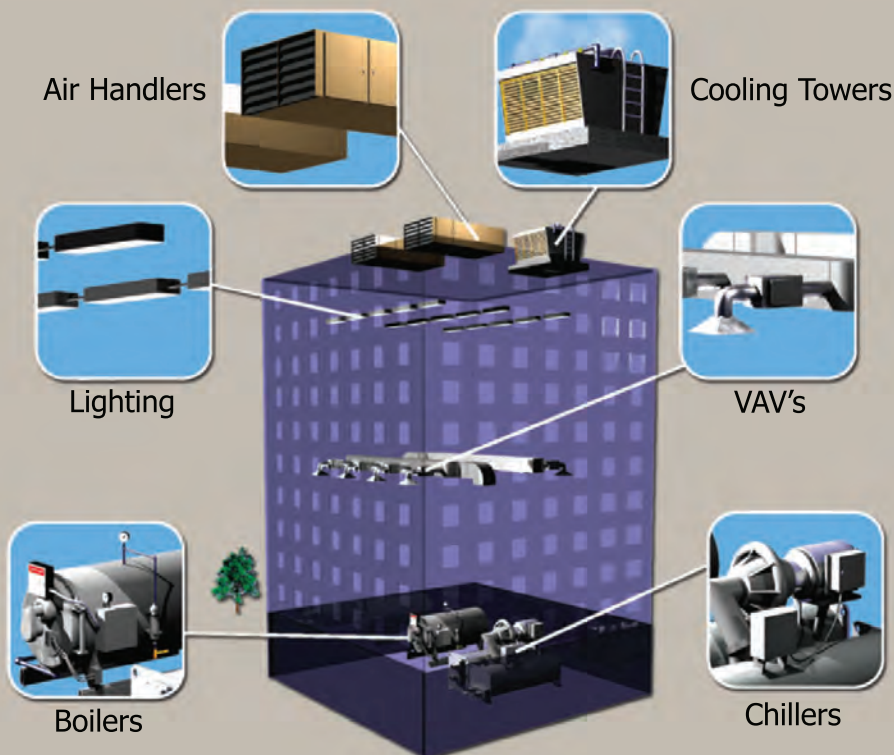
Energy Spending Increase

According to the Department of Energy, over the next 7 years the annual spending on energy for the commercial market will increase by an average 4.5% annually resulting in a **total increase of 29%!**

What steps are you taking to save on utilities?

Take A Closer Look

With so much energy usage going to HVAC systems, it is important to identify inefficiencies and employ strategies to curb waste. Air Handlers often run 24/7 or require manual operation. Cooling Towers and pumps may run at full speed regardless of demand. Improper zoning often leads to areas that are over-heated or over cooled. Lighting is turned on and left on. Chillers and Boilers run constantly regardless of fluctuating building loads.



TAKE CONTROL

A Case Study

At more than a half-mile in length, the Frank Lloyd Wright inspired Domino's Farms Office Park is breathtaking in both size and beauty. The building is home to The University of Michigan Sports Medicine program, Domino's Pizza World Headquarters and many other tenants. The diverse nature of tenants makes for a wonderfully complex culture, and creates unique demands on the building's many systems. From snow melting systems at the building entrances to irrigation that supports all 271 acres of grounds, the DDC control solution provided by SAI takes care of the building inside and out. SAI's system also allows the building to adjust to varying loads avoiding peak demand all while regulating the expansive chilled water loop. The end result is an intelligent and integrated building that runs smoothly with minimal staff.

"SAI's system offers us the freedom to create strategies that greatly reduce energy consumption. We recently added 306,000 sq. ft. to our building increasing the overall size by 48%. Our peak demand, however, only increased by 1%."

*-Mark Sondeen
Mechanical Foreman
Domino's Farms*

*Systems Associates, Inc
is proud to be an
Energy Star Partner*



Domino's Farms - Ann Arbor, MI

- ◆ 938,516 total sq. ft.
- ◆ 3,500+ points in the system
- ◆ 271 acre campus
- ◆ World's longest linear office structure
- ◆ World's largest copper covered roof

With a chilled water loop that is literally a mile long, the challenges offered by the sheer size of the system at work in Domino's Farms are many in number. Size alone is not the only challenge, but the needs of the system are made more complex by the diversity of the tenants including:

- | | |
|-------------------------|--------------------|
| ◆ radio station | ◆ restaurant |
| ◆ dry cleaner | ◆ hair salon |
| ◆ credit union | ◆ fitness center |
| ◆ post office | ◆ fine art gallery |
| ◆ test kitchen | ◆ book store |
| ◆ therapy swimming pool | ◆ petting zoo |

Each of the many unique tenants requires specific needs with regard to their comfort. The solution installed by SAI has done well to meet those many needs, all while balancing the additional needs of the building envelope. Domino's Farms is an excellent example of SAI's holistic approach to creating solutions.

TAKE CONTROL

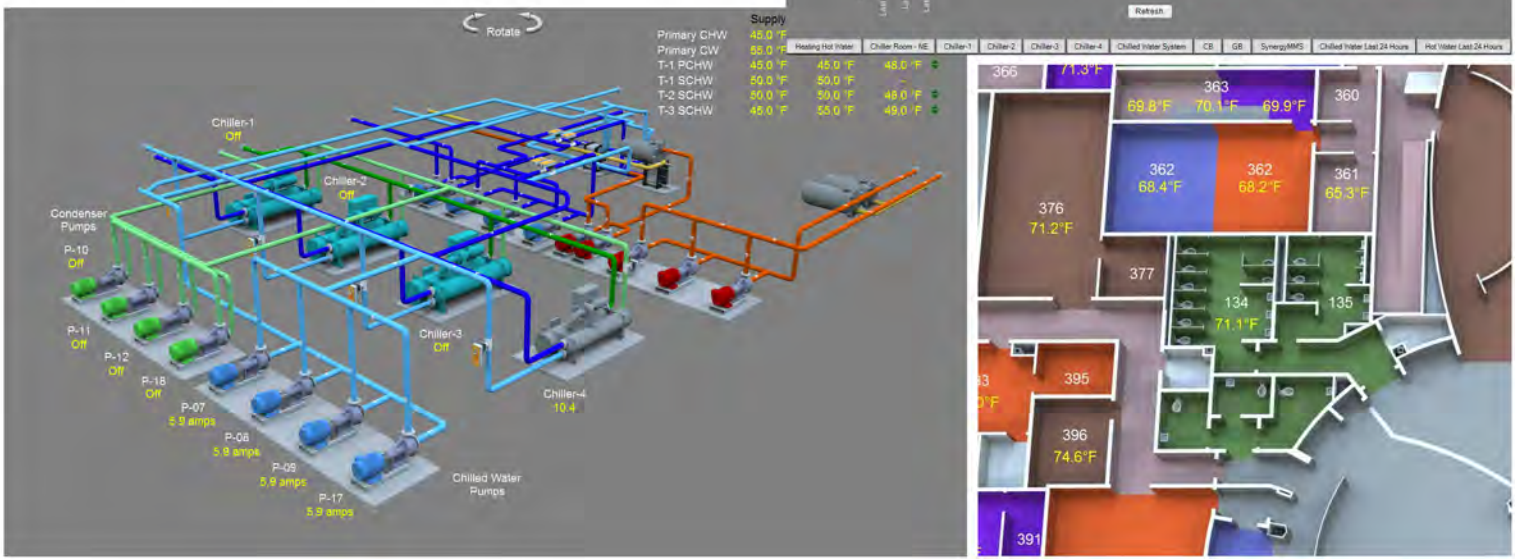
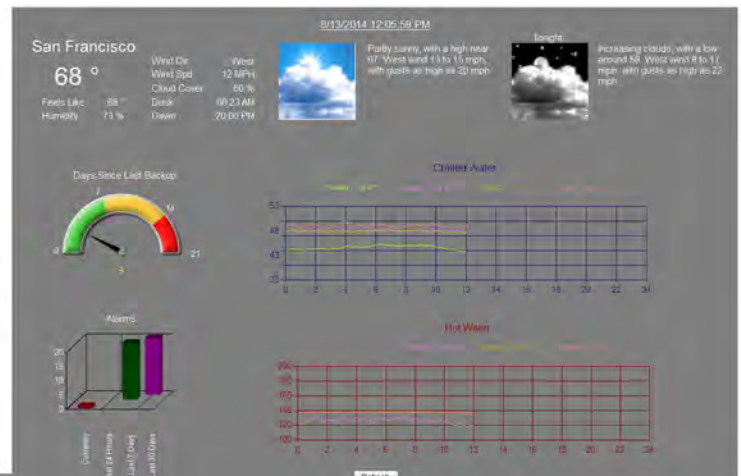
Total Access

With CONTROLIQ, you can access critical information anywhere in the building. For complex tasks, the desktop application is a single point of interface for multiple systems that provides the ability to create custom views and groups for quick access to information.



CIQ2Go is a mobile application that offers a portable interface for interaction anywhere in the building. View graphics, change setpoints and even exercise equipment all "live" and in person. CONTROLIQ offers powerful tools that present important information in both a useful and easy to understand manner. From floorplans to subsystems to dashboards complete with live data, the only limitation to what CONTROLIQ can display is your imagination.

- ◆ Dashboards
- ◆ Custom Views
- ◆ Zoom & Rotate
- ◆ Live & Historical Trend Analysis
- ◆ Alarms & Notification
- ◆ Scheduling from 3rd Party Applications
- ◆ Complete Mobile Control



WE CAN HELP



Put Our Experts to Work for You

With over 25 years in business, our staff is well versed in all types of buildings and systems. Whether your building is for Commercial, Hospitality, Government, Industrial or Academic use, we understand your needs as well as those of your customers. This understanding helps us to produce savings while preserving relationships.

We Believe in Service Excellence

We believe that business comes from relationships; not the other way around. When you trust us with your business we respect your position and work hard to protect your interests. Our staff members are always available to you for support or advice and we constantly seek new technologies in order to offer leading-edge solutions to our market.

Open Architecture Means Freedom for You

Our solutions are based on open protocols which allows you the freedom to enjoy the best and most economical solution available while avoiding the restrictions of a proprietary system. We have the expertise to incorporate just about anything allowing you control you may not have thought possible! Following are some of the protocols we can easily integrate:

ASI
Modbus
Opto-22

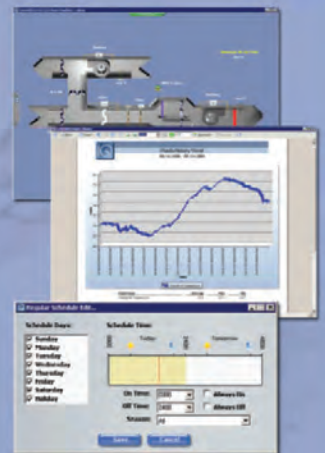
BACnet
Delphi
Photon

LonWorks
Lumisys
Scientific Atlanta

Web-based Access

Our solutions allow you access via the web so you can check on your building from just about anywhere! Our systems include:

- ♦ Graphics
- ♦ Data Tables
- ♦ Schedules
- ♦ Reports
- ♦ Trend Analysis
- ♦ Weather Forecasting
- ♦ Alarm/Alerts
- ♦ Messaging
- ♦ 3rd Party Interfaces



*Your next call could
save you thousands
per year.*

Contact us today!



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