

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?

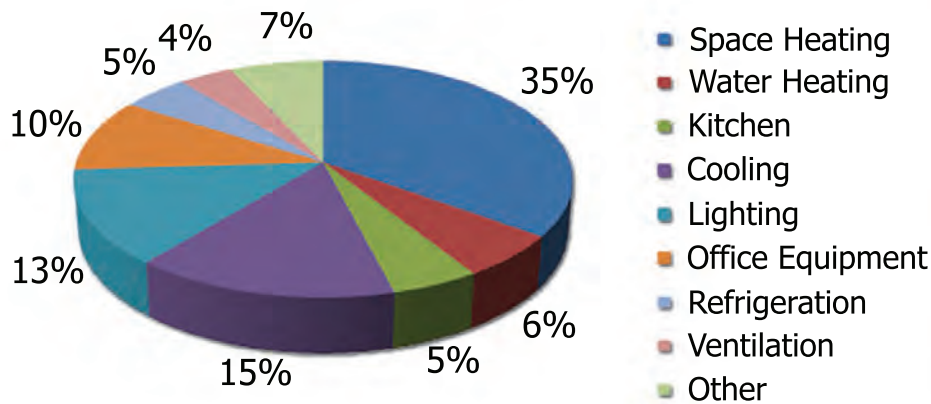
A building is not just steel and glass or brick and mortar; it is a collection of systems that are designed to work together to create a comfortable and productive environment. How well those systems work independently as well as collectively will definitely

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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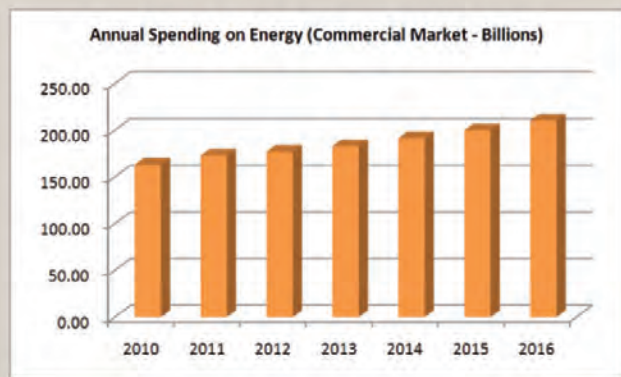
GET THE FACTS



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.

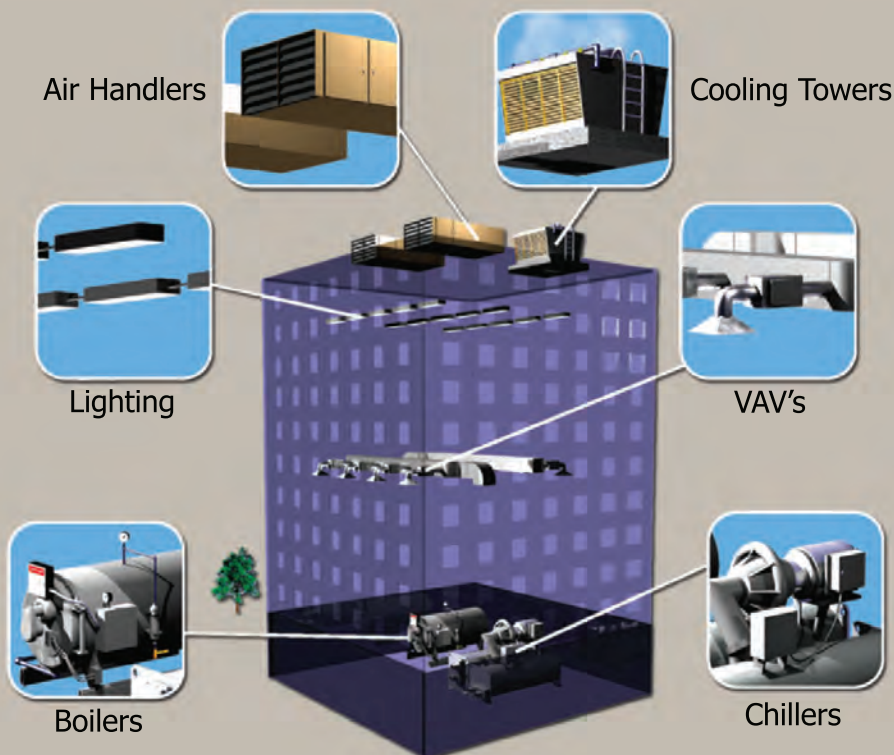
Reducing the HVAC expenses by just 10% can result in a tangible positive impact to the bottom line.



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.

A CASE STUDY

A Case Study

Originally constructed in 1971 with a second tower added in 1987, the Hilton San Francisco rises above the heart of the city offering a spectacular view. As with all hotels, there are many opportunities for energy savings due to varying use and occupancy. SAI installed a building automation system 15+ years ago and in that time it has saved the Hilton San Francisco literally millions of dollars. Utilizing load shedding techniques, SAI's CONTROLIQ software keeps peak demand down, reducing the entire monthly electric bill. Event-driven scheduling in SAI's software allows ballrooms to be ready for use and automatically sets temperatures back between events. Coupled with an economizer strategy that takes advantage of San Francisco's weather, the Hilton enjoys multiple ways of reducing energy use while maintaining tight control of the many systems in the building.



Hilton San Francisco Union Square

- ◆ 134,500 sq. ft. of meeting space
- ◆ 46 floors
- ◆ 1908 rooms
- ◆ 1,463 points in the system
- ◆ Seven subsystems

"This month was a good example of controlling our peak usage through our new software to save on our PG&E bill. This simple thing saved us approximately \$4,000 off our monthly electric bill..."

-Brian Mork
Director of Property Operations
Hilton San Francisco Union Square

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



TAKE CONTROL

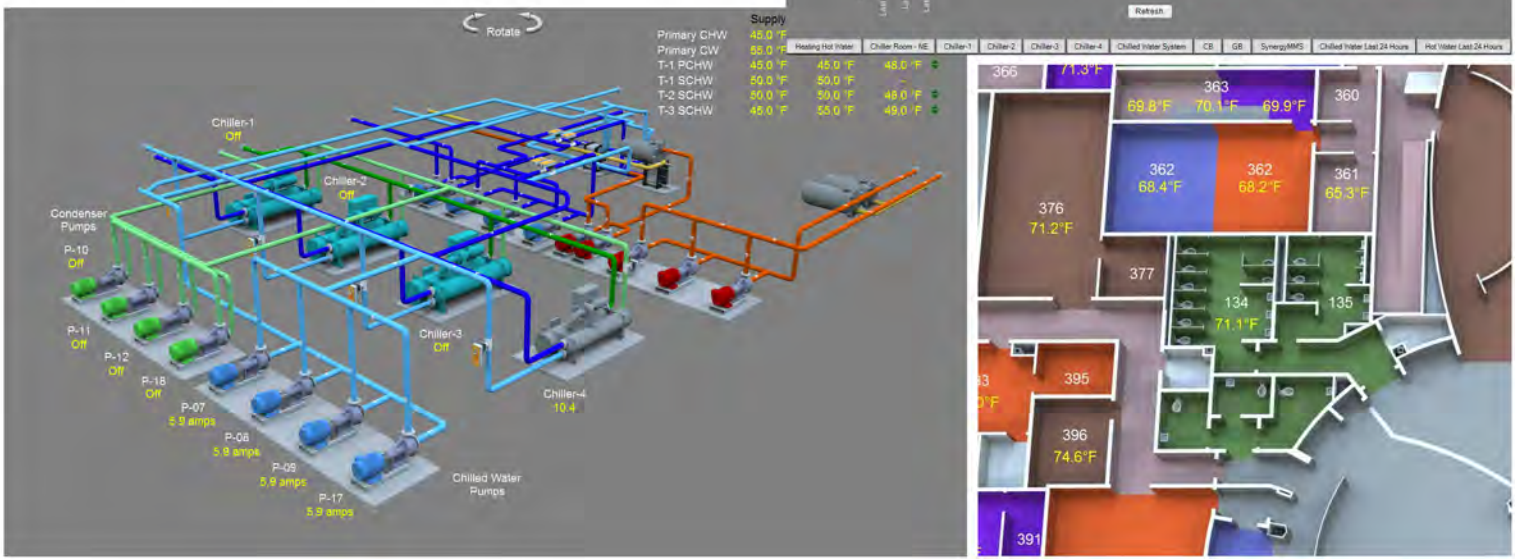
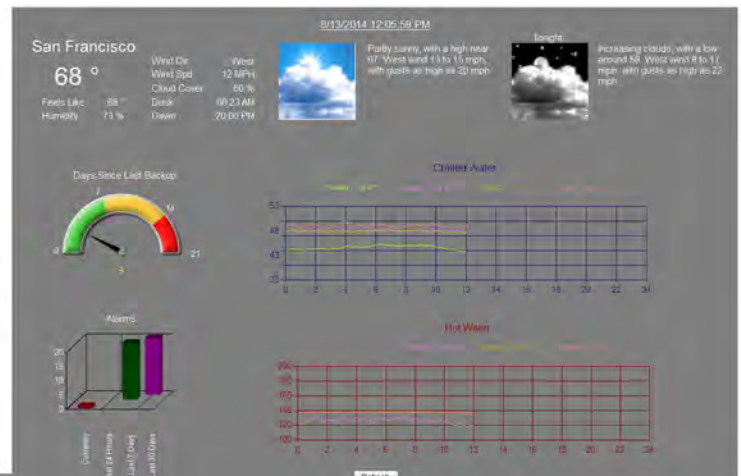
Total Access

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

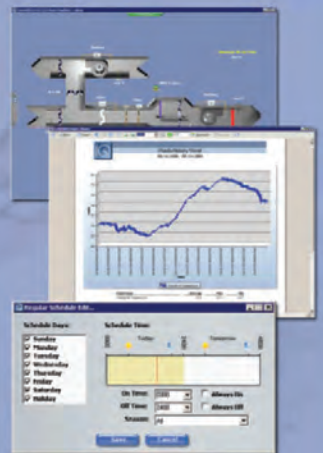
BACnet
Delphi
Photon

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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