Smart Building Products for **Contractors**

Chilled Water Plant
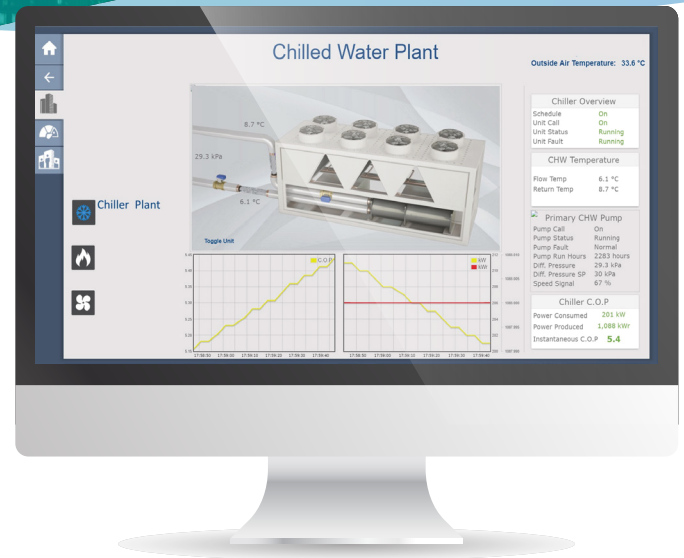
Everyday Contracting

Building automation has numerous components that tie together to make a complete system. For contractors there are a number of challenges to successfully estimate, engineer and deliver these systems.

Challenges include:

- Differentiation
- Standardization
- Inventory management
- Technical complexity
- Updates

Differentiation

All controls contractors have graphics, programming, schedules, trends, alarms. Differentiation is mostly done through reputation and delivered quality – but contractors are expected to deliver high quality leaving little room for profit margin.

Standardization

For example; the lack of ability to quickly replicate content makes the speed of engineering & delivery more time consuming and costly in terms of labor. Remember for a contractor, the cost of labor is nearly 2/3 of every project.

Inventory management

Means having the right products on hand, but not sitting endlessly as dead money on the shelf, losing warranty before being deployed to the field. Compounding this, many contractors work with product lines that have a plethora of models with variant configuration. Normally each with its own installation and wiring characteristics and may have licensing that needs to be added at a later time. This can be time consuming to manage but can also leave designers with too many choices, leading to errors in both design and field deployment.

Technical complexity

With variant controller configuration, it becomes difficult to replicate and leverage previously completed drawings, programming and graphical work used on other projects. This can also create disruption when variant configuration across multiple devices then requires higher skilled labor or specialized training. Training often involves additional cost due to travel and lost productivity whilst training.
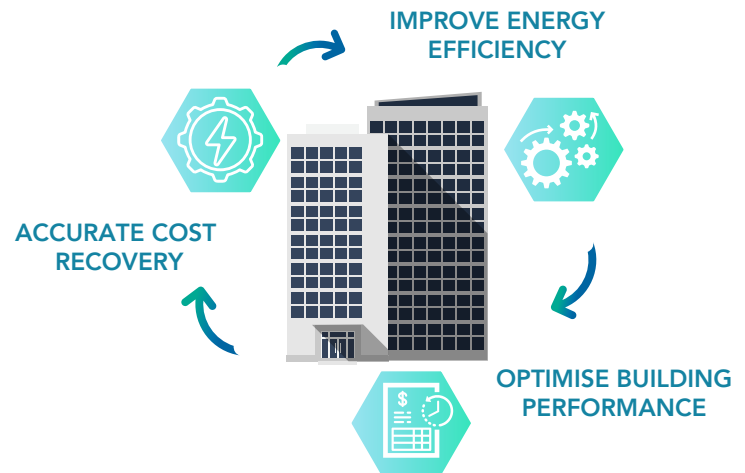
Updates

Are needed to manage features, problems, and security. Some manufacturers require maintenance agreements or recurring fees to continuously support their manufactured product (during the warranty period or after). The products themselves often require the connection of special licensed software, requiring a technician to go to site and service the software on premise. From a contractor's perspective, losing a laptop or turning in a leased machine means reinstalling

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Solution for Contractors

Optergy's smart building automation solution has unique features that enable contractors to differentiate themselves from the pack, leverage existing work with more standardization, spend less time estimating, installing and engineering with less complicated parts and configuration. With 50+ applications, Optergy helps win work and offer more value during service.

IMPROVE ENERGY EFFICIENCY

ACCURATE COST RECOVERY

OPTIMISE BUILDING PERFORMANCE

Differentiation

Optergy's software comes with 50+ applications built in. Applications for smart controls, metering, utilities billing, afterhours billing, automated reporting, live dashboards and foyer displays. Great for new project differentiation and great for later service offering.

More Standardization

Configurable applications mean less engineering. 70% of the typically heavy engineering is replaced by configuration. This means less time and skills to deliver a standardized outcome.

Less inventory options

With 1 supervisor and 3 field controllers to stock, Optergy makes managing inventory easy, ensures fast stock turnover and means less risk of deploying products that no longer have factory warranty. Less options means less chance of selecting the wrong product when designing and deploying in the field.

Less technical complexity

Means less time spent on training and more time delivering. Less complicated parts and options means more ability to repurpose drawings, programming and graphical work on other projects reducing project management overhead.

Free Updates

Regular updates including feature additions, improvements and fixes. No recurring fees, no maintenance fees and no update fees. Optergy has no proprietary thick client software that requires USB dongles to operate. All Optergy's graphical and programming tools are built into the products. No more fees or proprietary software on service laptops means less cost and updating service computers is no longer a problem.