

FINANCING CASE STUDY

Climatec Fixes Tenant Discomfort & Finds \$2 Million in Savings

Third party financing enables unplanned investment in efficiency solution

THE CHALLENGE

Climatec’s challenge was daunting – convince the customer to spend almost 10X what they had anticipated to exploit a tremendous energy efficiency opportunity.

Aque Investment Group, a Texas-based owner and operator of over 1 million square feet of multi-tenant office space, engaged Climatec for a basic service call – tenants weren’t comfortable and this was unacceptable for Aque. Once on site, Climatec, a leading provider of advanced building technologies and energy solutions, quickly diagnosed the problem and identified a solution that could save Aque over \$120,000 per year. The solution – which required getting the building’s mechanical systems under control and retrofitting the internal actuated variable air volume (VAV) boxes to direct digital control (DDC) – cost almost 10X the original \$25,000 estimate.

To get Aque Investment Group to move forward, Climatec knew they had to get them to not only understand the investment opportunity, but also provide them an easy way to pay for the additional cost.

THE SOLUTION

Climatec knows they must talk dollars and “sense” when convincing building owners to make investments in energy-saving building technologies. To help with this, Climatec partners with Noesis. Acting as a third party, Noesis helps Climatec’s customers make informed investment decisions about their proposals and also offers financing that is often necessary for unplanned projects to move forward.

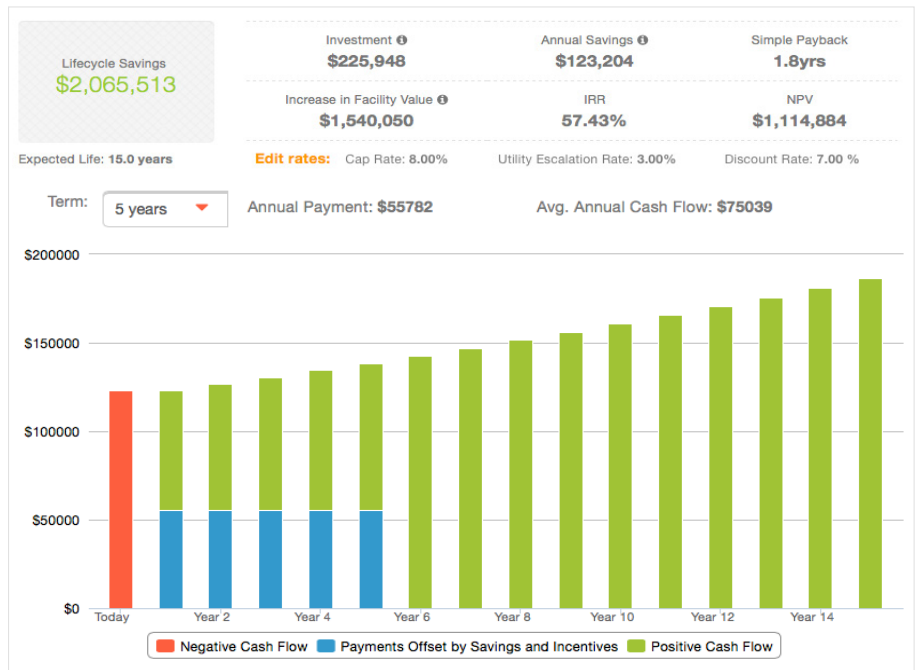
With this project, the first step for Climatec was creating an Efficiency Business Proposal (EBP) using Noesis. The EBP translates the “energy math” into a project investment summary for Aque and also includes financing options.

Next, Climatec had to convince Aque of the opportunity and discuss financing if they didn’t have additional internal funds. To do this, Climatec again turned to Noesis. During the call between Climatec, Aque and Noesis, Noesis presented its 3rd Party Investment Analysis (3IA). Within 20 minutes, this business discussion, along with Climatec’s expert explanation of the technology, was enough to get the project the green light. And, the financing allowed Aque to move forward without finding any additional budget.

THE RESULTS

The project was a quick success. With the project halfway complete, Aque’s energy bill had already decreased by \$12,000 a month – exceeding estimates by 20%! Over the life of the equipment, Aque is projected to save over \$2 million. The best part? Complaints from tenants about discomfort dropped from 30 per day to zero!

ECONOMIC SUMMARY



ABOUT THE PROJECT

Upgrade to web based front-end network controller and retrofit 144 VAV boxes to DDC controls.

“The most compelling part of the conversation was the instant credibility that Noesis brought to the table. Noesis positioned Climatec as experts in their field and their discussion of the investment opportunity got Aque comfortable with the project’s risk and return. The meeting was less than twenty minutes and Aque management made the decision to move forward.”

—Carl Boone, Climatec