

Improving Regional VRF Heat Pump Deployment



Industry

Financial Services Office & Retail

Region

Northeast

Portfolio

1,500 heat pumps, +200-300 per year

Challenges

- +75 mile service area per technician
- Often unable to diagnose issue without site visit
- Knowledge gaps of new HVAC equipment types
- Rising maintenance expenses and client budget pressure
- Desire to reduce energy spend and tenant complaints

HVAC Copilot Initial Findings

- 40% of monitored equipment had low refrigerant charge
- 20-40% efficiency improvement available
- Preventative maintenance alerts sent before heat wave
- Significant opportunity for technician utilization improvement



HVAC Copilot Initial Findings

\$204,500

Projected annual savings*

With HVAC Copilot deployed on only 20% of applicable portfolio HVAC equipment, the customer is projected to realize:

- Meaningful energy savings
- Lower maintenance costs
- Increased technician service visit efficiency

950+ hours

Internal labor savings*

- How?**
- 24/7/365 performance monitoring on every unit
 - Proactive issue detection and alerts prevent costly system and part failures
 - Enhanced onsite support helps technicians troubleshoot faster
 - Remote issue diagnosis avoids unnecessary site visits and improves preparation for critical site visits

*across initial deployment at 200 sites