

Top 5 Things When Considering An Energy Management System

By Gus Ezcurra, CEO, Advanced Telemetry

A new opportunity for cost savings has emerged in recent years with the advent of lightweight energy management systems designed specifically for small and medium sized commercial buildings. Energy management systems provide real time energy consumption information for business owners, enabling them to affect behavioral changes that will reduce their energy usage, thus

lowering their bills by 20% or more per month.

Today's energy management and control systems for small and mid size commercial buildings have low starting price points, nominal monthly fees and can provide a return on investment in a matter of months. With savings from lower energy bills dropping straight to the bottom line, energy management systems make more sense than ever. Here are the top 5 things to look for

when considering energy management systems.

1. Make sure the product focuses on the HVAC System

Too many products on the market today are too complex. To maximize your energy savings and minimize your cost, seek out a product that specifically focuses on the HVAC system. The HVAC system is likely the largest energy consumer in your space and thus the easiest place to find material savings. Additional sensors to control every last possible source of energy consumption can always be added and integrated into today's flexible products. To obtain the greatest savings at the lowest cost with the fastest payback period, choose a product that focuses on the HVAC system.

2. Seek a product that offers remote measurement and control

Seek out a product whose manufacturer offers remote measurement and control of energy consumption – so that you do not have to manage the system yourself. By connecting to the installed system via the Internet, manufacturers that offer remote capabilities can monitor your energy consumption and ensure that temperatures do not go beyond parameters that you set. Constant monitoring



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will also enable the immediate flagging of swings in consumption, which may be an indicator of mechanical issues. Remote monitoring will ensure that the installed product is used to the best of its capabilities and results

in the savings that you expect.

3. Look for a product with payback in less than 12 months and low initial fees

The best systems on the market today can be delivered and installed for \$2000 or less with a monthly service contract under \$50. Consider a monthly energy bill of \$3000. Even a 15% monthly energy savings would provide a return on investment in well under 6 months. Flexible payment terms such as a higher monthly fee and lower upfront payment are also available, especially to a multiple unit operator. Also, seek a product that can be installed rapidly to further mitigate upfront fees.

4. Seek a product with a simple yet robust core feature set

The best products in the market provide a robust feature set that allow customers to set their thermostats for different times of the day, and block unauthorized access and changes to the settings. They also provide access to real time and historical consumption information and the ability to view and alter the settings and presentation information from the Web, smart phone, or an in-facility display.

5. Look for an established product

When evaluating a product, it is imperative that the manufacturer can point to a critical mass of installations in the field and will allow you to speak with satisfied clients. When evaluating competing products make sure to ask references not only the quality of product, but also the ease of installation, and the level of support they receive from the manufacturer.

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