

# Emerson Building Solutions



For Owners and Operators  
of Canadian Facilities



# Expertise to build on

## Offering Customized Solutions for Multiple Facilities

Emerson specializes in the design and implementation of energy efficient initiatives for multiple facilities. Owners and operators can benefit from a single source supplier that can manage facility improvements across a chain of locations.

### FACILITY IMPROVEMENTS

Improvements in system performance and energy reduction strategies are offered for new builds or as a retrofit solution. Emerson can assist in optimizing system capabilities within a wide range of facility types:

- Commercial and Retail
- Energy and Utilities
- Industrial
- Transportation
- Manufacturing and Distribution
- Government and Institutions

### AREAS OF EXPERTISE

Emerson offers specific areas of expertise which have proven to meet design requirements for new buildings and improve the energy efficiency of existing buildings. These areas include:

- HVAC
- Refrigeration
- Electronic Monitoring and Controls
- Transport and Cargo Monitoring
- Lifecycle Services and Parts





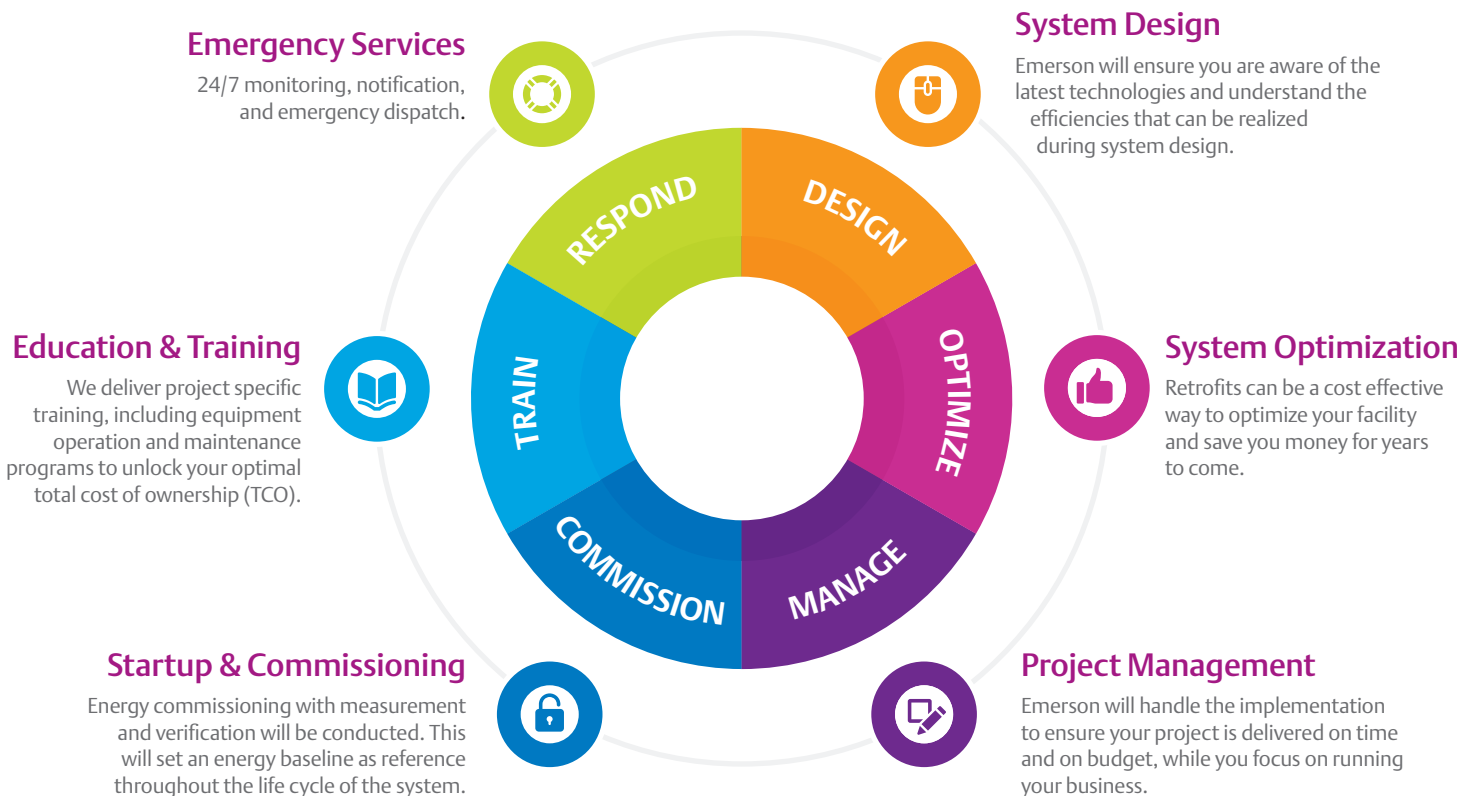
# Turnkey Solutions

## UNLOCK THE BENEFITS

The Emerson Turnkey Services Team has successfully implemented programs for facilities in a variety of sectors. Whether you require a single service at one location, or multiple services across many locations, Emerson supports your end-to-end needs.

## SIMPLIFYING THE PROCESS

From defining the scope to providing lifecycle services, Emerson can assist you at every stage of the project. Our project management team has the experience and expertise to ensure you meet your goals and timelines.



# Turnkey Elements

# 1

## Discover and Assess

### Defining the Scope

Step one in a turnkey project is to develop a clear understanding of your facilities. A benchmark is set to define current performance, optimum outcomes and timelines.

Emerson will help define the project scope and assist in developing priorities to achieve improvements such as:

- Greater Operational Efficiency
- Reduced Energy Costs
- Decreased Maintenance
- Enhanced Occupant Comfort
- Improved Indoor Air Quality
- Increased System Reliability and Safety
- Data Collection and Analysis
- Environmental Advantages



### Project Assessment

Emerson will apply our proven “Can we do this better?” approach to optimize the outcome. Our goal is to use true innovation to enrich our customers’ experience. This step could include:

- Feasibility Studies and Audits
- Performance Modelling
- Engineering and Design
- Incentives and Financing
- Measurement, Tracking and Reporting





# 2

## Apply the Technology

### Heating and Air Conditioning

Emerson provides the best in-class solutions to solve the toughest heating and air conditioning challenges.

### Refrigeration

With the industry now in the midst of sweeping regulations, Emerson is leading the development of next generation refrigeration technology.

### Electronic Services and Solutions

Innovative sensing devices, controls, connectivity and monitoring solutions will ensure safe, reliable, and efficient system control across numerous industries.

### Types of Solutions

An Emerson Turnkey project could involve applying HVACR strategies such as:

- VFDs
- Modulation
- Building Automation Controls
- Food Quality / Reporting
- Low Condensing
- Free Cooling
- Alarm Management
- Demand Response
- Setpoint Management
- Smart Dispatch
- Energy Monitoring
- Lifecycle Services
- Remote Connectivity



HEATING & AIR  
CONDITIONING



REFRIGERATION



ELECTRONIC SERVICES  
& SOLUTIONS



# 3

## Lifecycle Services

### Parts and Components

Emerson is committed to providing customers with timely access to state-of-the-art technology.

- Spare Parts
- Extended Component Support Service
- Quick-Ship Program

### Field Service and Technical Support

The Emerson Field Services team brings professionalism and expertise to each job site, backed by industry-leading experience.

- On-Demand Installation and Configuration Assistance
- Deficiency Resolution Management
- Start-up Support
- 24/7 On-Site Emergency Services
- Consulting

### Preventative Maintenance and Monitoring

At Emerson, we have a roster of some of the most trusted brands in the industry offering innovative products and services that are engineered to help you maintain your facilities, reduce your costs and solve problems before they become disruptive.

- Machinery and Device Condition Monitoring
- Preventative and Reliability Maintenance
- Ongoing Performance Analysis

### Education and Training

Emerson webinars and interactive training seminars at the Canadian Integrated Learning Centre are designed to keep our partners informed about regulatory impacts, system design best practices, emerging technologies, and much more.

- Customer-Specific Service and Facility Personnel Training
- Onsite Training and Education



# Success Stories

## HELPING OUR CUSTOMERS ADDRESS CRITICAL NEEDS

### Data Center realizes energy savings of 24%

- A large telecommunications customer implemented a low condensing strategy, retrofitting existing equipment with VFDs and electronic controls
- Emerson was able to help the client meet its energy target goal, while achieving a project ROI of 45%

### Setpoint management nets supermarket \$7M in annual savings

- The Emerson ProAct™ Service Center and Setpoint Management Service was used to ensure ongoing store optimization
- This reduced 'efficiency creep' by remotely monitoring and triaging setpoint changes that negatively affect energy consumption

### Cold storage facility achieves a 48.7% reduction in energy costs

- Emerson conducted a thorough inspection of the facility and provided the client with specific recommendations for improvement.
- Through the installation of variable frequency drives and controls, this Emerson customer was able to save more than \$100k annually

+24%

+\$7M

+48%



## Why Partner with Emerson?

### Project Excellence

- Established domestic relationships with contractors, government, utilities, and manufacturers to support projects coast to coast
- 24/7 Service and Support

### Extensive Refrigerant Expertise

- Leading the industry through refrigerant transitions
- Natural refrigerant proficiency
- Emerson Canada training lab and webinars

### Results Driven

- 200+ years of project management experience
- 1500 sites visited per year
- Consistent experience delivered across the nation

MITIGATE RISK AND REDUCE  
PROJECT COMPLEXITY



INDUSTRY EXPERTISE  
AND TRAINING



DEMONSTRATED PERFORMANCE  
AND REPUTATION



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