

**OUR
APPROACH
TO BUILDING
EFFICIENCY**

**Chiller plant
optimization**



PROJECT GUIDE

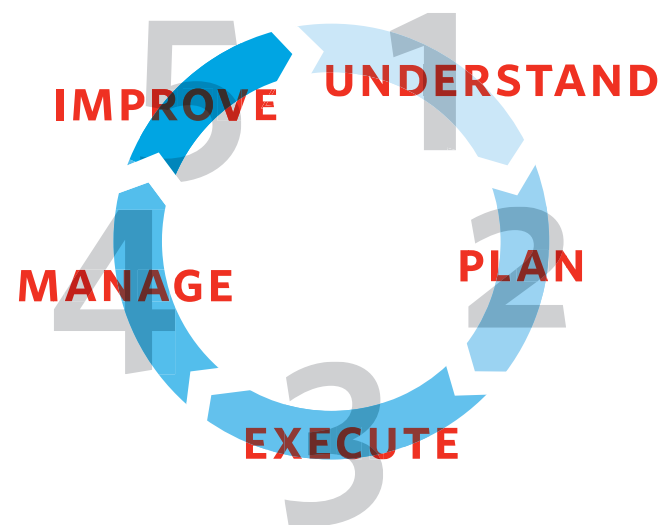
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DATE: NEW

No two buildings or mechanical plants are the same. Each one presents a unique opportunity for an energy upgrade its with corresponding energy and financial returns.

The mission behind our program is to uncover the potential opportunity in your building and assess that against your goals and objectives.

Energy Upgrade projects make strategic sense when there are significant savings attached. In those instances, we advance the discussion to the next level of assessment until you have the details needed to proceed. Our 5-step program ensures that only the options exceeding your hurdle rates move forward. The five steps are:



1 UNDERSTAND

The fact-finding experience

starts with exchanging information on your business expectations, company profile, our past similar projects, project scope potential. Together we develop a common framework for investigating and initiating a project.

From this conversation, the scope of a site audit can be defined to bring clarity to the project.

Walk-through

A basic walk-through audit of the mechanical plant provides us basic information to understand and validate the optimization opportunities. The audit information is used to run an energy analysis, as well as other analytics to provide supporting data for further discussions.

Site assessment

The site assessment stage is completed with a meeting to reach agreement on the opportunities and set priorities. The agreement will be based on operating and financial data such as:

Budget implementation costs

IRR calculation

Annual energy savings data

Impact of local utility incentives

Carbon impact report: a comparative summary of all options



2 PLAN

After this debrief, Armstrong

will present a proposal for the next stage, and your investment will be 100% defined. If you proceed with a project the expense for the site assessment will be applied to the cost of the recommended project or a future purchase of goods or services.

At this stage, the options have been shortlisted and the key task is to get firm validating data through a Base Line Data study. The study provides firm and open understanding of how operations are currently performing.

This billable service forms the under-pinning of our Savings Guarantee and eliminates any doubts regarding mechanical room operations. With the base line study completed, we review the results and present the performance commitments for the available upgrade paths.

The proposal includes full implementation costs, plan schedules, the savings guarantee, and our performance management agreement.

If the financial hurdles determined at the outset of the site assessment are not met by the proposal, you are free to decline and we provide you the option of using the study fee as a credit towards any purchase from Armstrong.

Understand > Plan

With simple, powerful auditing tools to capture and share data



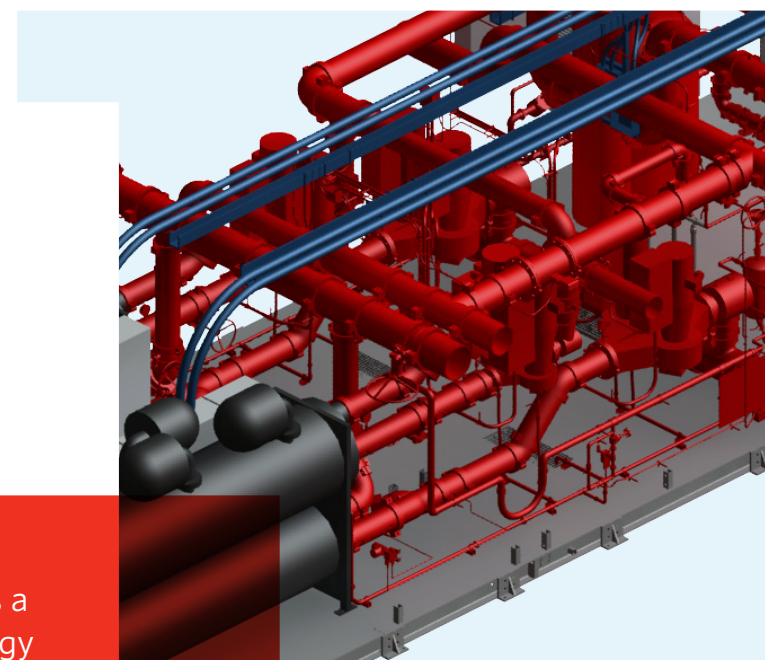
Armstrong applies a proven methodology to guide and inform the process of optimizing your building

3 EXECUTE

Once you have selected

a preferred project, a Project Manager is assigned to your site initiative to coordinate project implementation.

The installation, start-up, commissioning, and optimization are all part of implementation. Once completed, the project moves to the Performance Management phase





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ARMSTRONG FLUID TECHNOLOGY
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MANAGE

Our goals are to ensure that

our project solution is performing properly, and that your organization understands what they should do to ensure continued best performance and comfort.

Our online, local, and real time diagnostic systems will alert your team and ours if there are conditions that might compromise the integrity of your financial returns. Performance Management is not just a warranty against factory defects, but a pro-active methodology to ensure unintentional operating circumstances are addressed in a timely manner.

5 IMPROVE

Daily automated notifications

summarizes where you are versus your performance targets and project expectations, adjusted for real building conditions and weather. Quarterly reports, including recommendations, are also provided, allowing you to further improve energy performance.

Performance data will be maintained for up to three years, and can be used for analysis should it be decided that further energy optimization projects are warranted.

Following this 5-step process, Armstrong can help you identify and address any issues and opportunities regarding energy efficiency. Please consult with your Armstrong Sales Representative to discuss details of the Savings Guarantee and available financing options.

For more information, contact your Armstrong representative or visit us at:
ArmstrongFluidTechnology.com/
energyupgrade.com

ARMSTRONGFLUIDTECHNOLOGY.COM

MAKING ENERGY SENSE™