

Proactive Asset Management: Using Data to Fix It Before It Breaks



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Hilton Anatole
Dallas, TX

Today's Agenda

How to effectively use benchmarking data to:

- Transition to a proactive asset management style
- Make key decisions about retrofits
- Save time and money
- Measure success

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Traditional Asset Management



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Improving asset management through data



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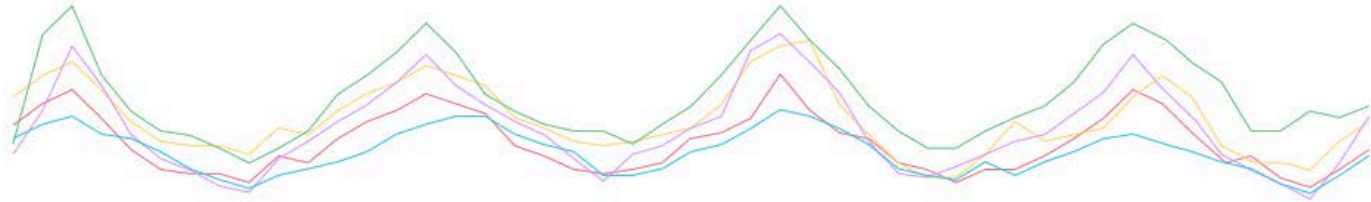
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Benchmarking data

Benchmarking energy and water usage provides the foundation for improving the efficiency of your buildings.



Benchmarking with data allows owners and managers to track and analyze building utility performance within a portfolio and against similar peers.

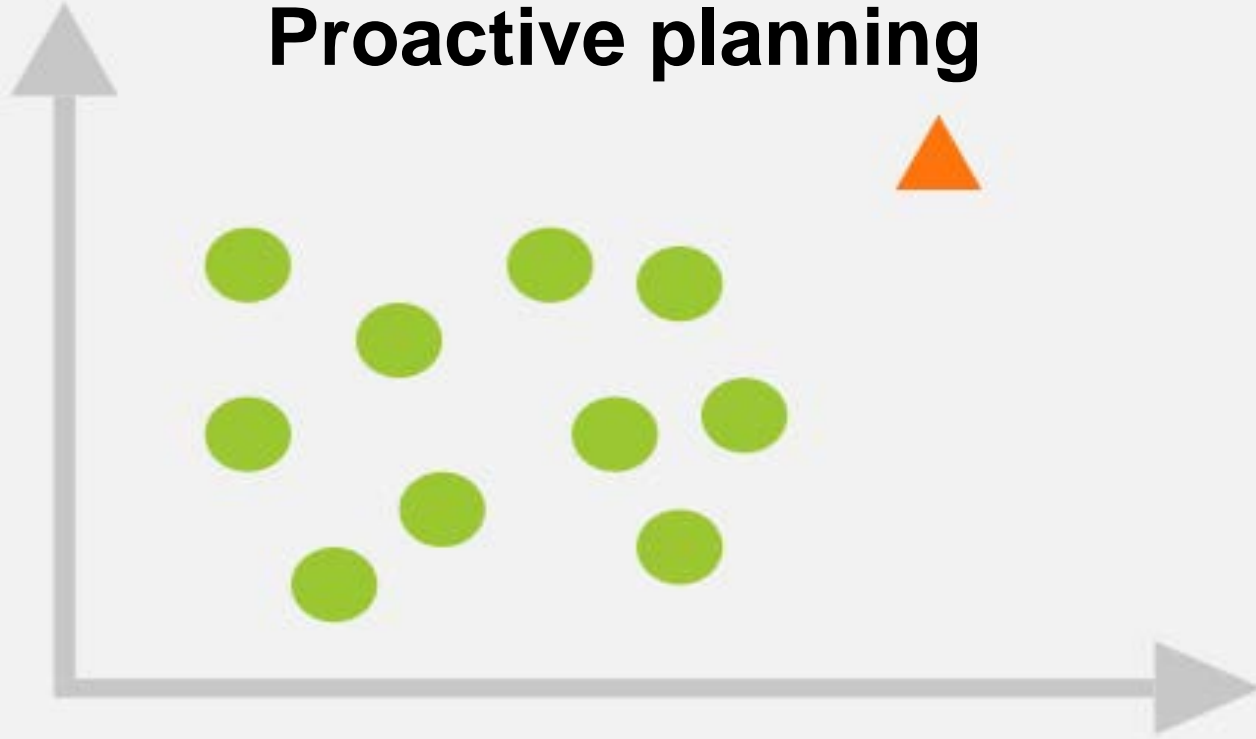
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Proactive planning



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National CORE: Previous Approach

- Upgrade mostly during repairs
- Worried primarily about up-front costs to retrofit
- No data to support advocating for larger changes with better returns
- Reactive



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National CORE: Why change things up?



- New reality: water use reductions, rate hikes, penalties for not conserving
- Wanted to better address sustainability concerns

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National CORE: Continuous Success

Mountainside

Upgraded old irrigation systems to incorporate Toro precision nozzle with pressure compensation.

Water consumption in Gallons (not normalized)

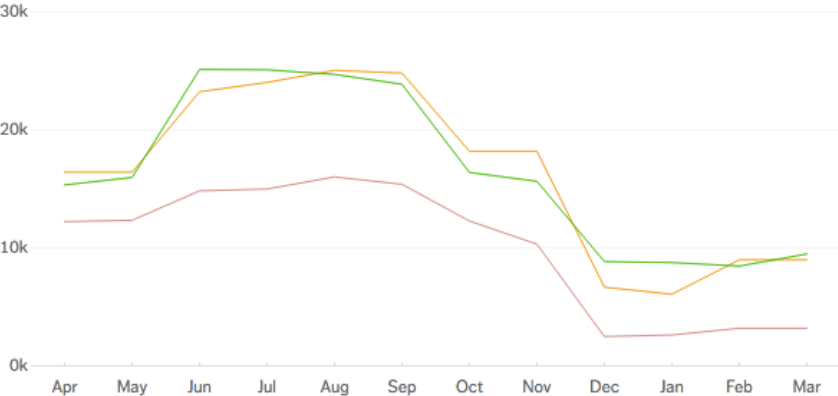
Graph Table



Date Range	Full-Year Sum	✓
Apr 15 - Mar 16	3.63M	✓
Apr 14 - Mar 15	5.97M	✓
Apr 13 - Mar 14	6M	✓

Detailed data per month

Click & drag to zoom in



Report data contains full buildings only

Observed Savings: 41%

Year One Cost Avoidance:
\$20,000

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FPI & ROEM: Previous Approach

- One-off consulting engagements
- Ad-hoc analysis of utility data
- Time-consuming manual data entry
- Reactive approach to prioritizing maintenance

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C O R P O R A T I O N

FPI

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FPI & ROEM: Why change things up?

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FPI

- Wanted to pay better attention to use + spend on utilities
- Compare properties, retrofits cross-portfolio
- Emphasis on developing buildings meant a need for good data about what works

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FPI & ROEM: Continuous Success

- Portfolio-wide reduction of **17%** on gas in 2 years of using data-driven approach
 - Measured success and replicated!
 - Over \$60k in savings, 63k therms
- **8%** drop in electric usage
 - Around \$45k in savings, 300k kWh
- **8%** water savings
 - 10M gallons saved, \$80k in spend avoidance to-date, help buffer against rate increases

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FPI & ROEM: Continuous Success

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Monte Vista SR I

June 2014 installation of the water heater demand controls, showerheads with thermo control, and new energy efficient water heaters.

Total energy use in Btu per square foot showing all available data

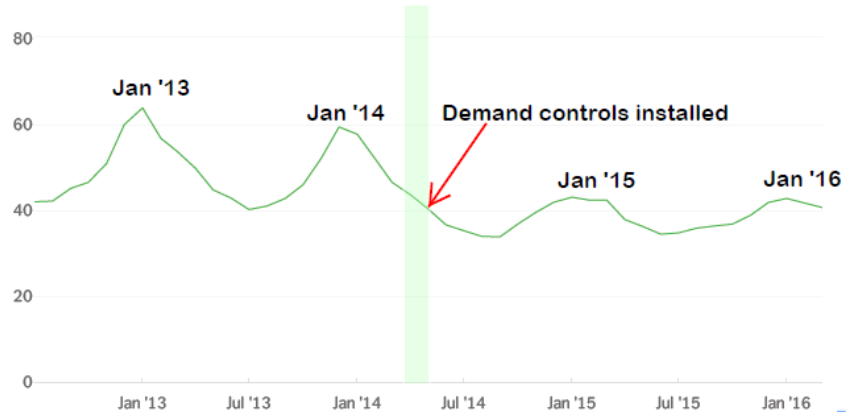
Name	Full-Year Sum	<input checked="" type="checkbox"/> Detailed data per month
Monte Vista SRI	 13.9k	<input checked="" type="checkbox"/>

Project Cost: \$2,692 per building

Anticipated Savings: 15%

Observed Savings: 40%

Projected Savings:
\$2,597/year



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New Holland Residences: Previous Approach

- High utility costs & OPERATING expenses
- Manually tracking utilities
- Not able to easily determine where to make upgrades



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New Holland Residences: Increase NOI and utility savings

New Holland Residences increased net operating income (NOI) and utility savings by benchmarking buildings within their own portfolio, identifying outliers, and making improvements.

Improvement: Repaired window gaps, replaced water fixtures, and installed energy management systems across all buildings.

Result?

15%

Reduction
in utility
costs

40%

Reduction in
water use

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A Data-Driven Approach



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Updating the approach

- Reshaping team roles
- Shifting resources
- Coaching the C-suite to take a long-term view of asset value using real savings numbers
- Making decisions based on data, not hunches

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Q & A



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Thank you!

Questions? Contact:

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