



## Investment into Wireless Climate Control pays off big for Santa Clara Business Center

### GARRETT BUSINESS CENTER INCREASES CONTROL OVER TENANT'S CLIMATES WITH PELICAN'S WIRELESS HVAC MANAGEMENT TECHNOLOGY



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- 40% Reduction in HVAC Electrical Demand
- Increased Tenant Satisfaction
- Return On Investment in 2 months
- After Hour HVAC Usage Billing Capabilities

#### Uncovering the Unknown

In 2011, Terrence J. Rose, Inc. had three goals for their Garrett Business Center in Santa Clara, CA: first a solution to reduce their company's energy consumption, second a tool to monitor their building's climate, and their top priority, to maintain a positive relationship with their tenants. **“Our energy costs were skyrocketing, we suspected it was from HVAC abuse, but had no way of tracking the usage,”** stated Joan Jenson, Property Manager. **“We felt like we were literally in the dark when it came to having any real control over our building's climate,”** she continues, **“It is usually a compromise between energy savings and tenant satisfaction; I am not one for such a compromise.”**

#### The Solution

Pelican Wireless System's reinvented approach to commercial climate control technology allowed Terrence J. Rose, Inc. to carry out their goals. Pelican Wireless is located in Livermore, CA, and has been in the networking business for over 20 years. They are known for their unique approach to technology; being able to increase product capabilities while decreasing upfront costs.

By simply replacing Garrett's 77 conventional thermostats with Pelican's retrofit friendly wireless thermostats and adding in a single Pelican wireless gateway -- in 2 days Terrance J. Rose and Joan had gained complete control, knowledge, and data on every HVAC unit in their 76,672 sq. ft. Garrett business complex. Not only satisfying every one of Joan's desires, but also providing added features, all with a Return on Investment in as little as 2 months.

#### Success with the Low Cost Solution

Being located in Silicon Valley, the Garrett Business Center is home to many leading technology companies. “Most of our tenants have their own servers in their office spaces,” mentions Joan, “we realized that there was no way to properly monitor what temperature these rooms were at. For example, if the HVAC unit cooling one of these rooms stops for as little as 30 minutes, that could be the end to millions of dollars of computer equipment.” On top of this concern, Joan

*“It was so simple to implement and the cost justification was so apparent, there was really no question in us getting the solution.”*

**Joan Jenson**  
Property Manager  
Garrett Business Center

realized that many tenant’s were running their non-server HVAC units even after business hours, increasing preventable energy costs.

With Pelican’s climate control solution Garrett was able to establish a verity of benchmarks to help reduce their energy usage, increase their overall revenue, and monitor the climate in their tenant’s spaces.

Pelican’s simple Online scheduling tool allows Garrett to now pre-set when they want their HVAC units to turn on and off, so they run during proper office hours; while still providing their tenants with the ability to control their climate independently at the actual thermostat. The Pelican solution also monitors and reports if the tenants use their HVAC units after regular business hours, so Terrance J. Rose can now bill their tenants for these costs accordingly.

***“Just this month (July, 2012) we were able to bill back half of what it cost us to implement Pelican’s HVAC solution,”*** said Joan, ***“the on-going payback has been such an unexpected surprise. We would not have been able to achieve that if it weren’t for the Pelican Wireless’ solution.”***

By using cloud servers to manage their climate control, Joan is now able to access her HVAC Management Site from anywhere, on any web browser device as long as she has Internet access. “Even at



night, while I am at home, I can stay on top of our climate and make sure everything is working how I want it.” This includes Alert Notifications – if a problem occurs with any of their HVAC units, “The Pelican Site Manager watches our systems 24/7, therefore if there is a problem I get an immediate email. Then I can work on getting it resolved.” Not only has this prevented their tenants from arriving to work and having to be in an uncomfortable climate, but it is a reliable solution that can be trusted to monitor their expensive server rooms.

With knowledge and control, Terrance J. Rose has been able to reduce energy costs and increase their tenant’s satisfaction. This success has led them to implement the Pelican Wireless’ Solution into many of their other buildings and has provided the same results each time.



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