

# Proving Results & Building Trust: BTS Proves \$300k in Utility Savings Benchmarking with EnergyPrint

## Challenge

The property manager of a 12-story office complex approached BTS to address issues with aging equipment and operational inefficiencies. Since this building was owned and operated by a national real estate management firm with several other properties in the Denver area, BTS knew that proving successful results was key to establishing trust and gaining access to more of the client's portfolio.

## Solution

Prior to working with BTS, the client had limited visibility into how their buildings were performing. To deliver better insight, BTS implemented a trial of EnergyPrint's utility reporting service. After a detailed benchmarking analysis, BTS uncovered and recommended improvements:

- Installed energy efficient SMART chiller
- Optimized scheduling within the controls system, slashing demand costs
- Implemented no-cost operational improvements, such as cutting down climate control on vacant spaces

## Results

During the trial period, BTS leveraged EnergyPrint's Cost Avoidance to prove incredible ROI back to the client—more than \$300,000 in savings in only 15 months. Additionally, BTS helped the property manager apply for and earn ENERGY STAR® certification after increasing the property's ENERGY STAR score from 59 to 80—positioning BTS as a hero in the client's eyes. The property manager added EnergyPrint to eight other buildings almost immediately. As the client's trusted energy advisor, BTS continues to monitor this portfolio, find project opportunities and prove ROI.

## BUILDING TECHNOLOGY SYSTEMS

“If you want to see a client's eyes light up, just show them their building is saving hundreds of thousands of dollars. EnergyPrint's Cost Avoidance feature makes it easy for us to prove ROI, create robust visualizations and communicate those results back to the client in a consistent, powerful way.”

-Jack Lann, Business Development Manager, BTS



# Highlights



Industry:  
Office



Location:  
Greater Denver  
Area



Solutions:  
Utility Dashboard  
SMART Chiller  
ENERGY STAR

ENGAGE CLIENT

→ **Benchmark**  
and track progress of  
SMART chiller project



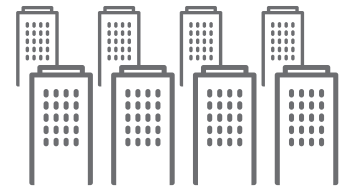
PROVE SAVINGS

→ **\$300,000**  
energy cost savings  
in 15 months



GROW PORTFOLIO

→ Client added  
**8**  
buildings to BTS  
benchmarking service



Improved score  
and achieved  
ENERGY STAR  
certification



59

80

Before

After

