

ENERGY INNOVATION FORUM

Flow Tech /Aircuity



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COMPANY ORIGINS

- **Gordon Sharp**, the chairman of Aircuity, Inc., has more than 25 years of wide-ranging entrepreneurial experience and holds more than 25 U.S. patents in the fields of energy efficiency and laboratory controls. Formerly the founder and president of Phoenix Controls, Mr. Sharp founded Aircuity, a smart airside energy efficiency company that is headquartered in Newton, MA.
- Aircuity's solutions have benefited over 400 organizations such as Google, Amazon, Eli Lilly, Masdar City, University of Pennsylvania, Michigan State University and the University of California-Irvine.

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KEY PRODUCTS/TECHNOLOGIES

- Aircuity creates smart airside solutions through its intelligent building platform, significantly reducing energy costs and improving the indoor environmental quality for occupants.
 - For example, in the K-12 market, studies have shown that improved IAQ has reduced energy costs, increased student performance (MCAS testing), reduced sickness and absenteeism for students / staff and improved the overall learning environment
- As the demand control solution, Aircuity optimizes ventilation rates through its patented technology. As a result, commercial, institutional and lab building owners can lower operating costs, protect occupants and verifiably reduce energy use by as much as 60 percent.

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KEY PRODUCTS/TECHNOLOGIES

- Aircuity is continuing its efforts to improve the dashboard analytics, reporting and M&V capabilities as demonstrated in our recent release of Aircuity 2.0
- Aircuity 2.0 is ideal for a wide variety of commercial buildings looking to significantly reduce energy costs, improve cognitive function and productivity, and achieve quantifiable results as part of a smart building strategy.
- Aircuity 2.0 includes the brand new *MyAircuity* web and desktop apps that, out-of-the-box, deliver actionable insights, transparency and accountability to building owners and facility managers implementing demand control ventilation; one of the highest total return on investment energy conservation measures available.

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COMMERCIAL IMPACT

- What will be the commercial impact of the technology once it is commercialized?

With the current cost of energy and the growing concern for the impact of commercial building energy use on the environment, the importance of investing in airside solutions to make commercial buildings more energy smart and environmentally friendly has never been greater.

Commercial, institutional and lab building owners are challenged to find reliable technology solutions that help ensure their buildings operate as energy efficiently as possible without sacrificing occupant comfort, productivity or safety.

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NEXT STEPS AND NEEDS

- Aircuity is seeking to spread its success stories from existing installations and service contract customers to expand its footprint in MA, ME, NH & RI and to promote the WELL Building Standard.
- We are working towards building partnerships with Energy Service Companies (Esco's), Property Development Companies, Building Owners in Healthcare, K-12 Schools, Higher Ed, Life Science/ Bio Pharma, Gov't Bldgs, Commercial Bldgs, Public Assembly Arenas

THE WELL BUILDING STANDARD

- The WELL Building Standard is revolutionizing the way people think about buildings. It explores how design, operations and behaviors within the places where we live, work, learn and play can be optimized to advance human health and well-being.
- Covering seven core concepts of health and hundreds of features, WELL is a flexible building standard and represents the future of modern design.
- Seven Core Concepts: Air, Water, Nourishment, Light, Fitness, Comfort, Mind