

# ENERGY INNOVATION FORUM



## FMC Technologies, Inc.

John Maw (Energy Engineer)



# ENERGY INNOVATION FORUM

## COMPANY ORIGINS

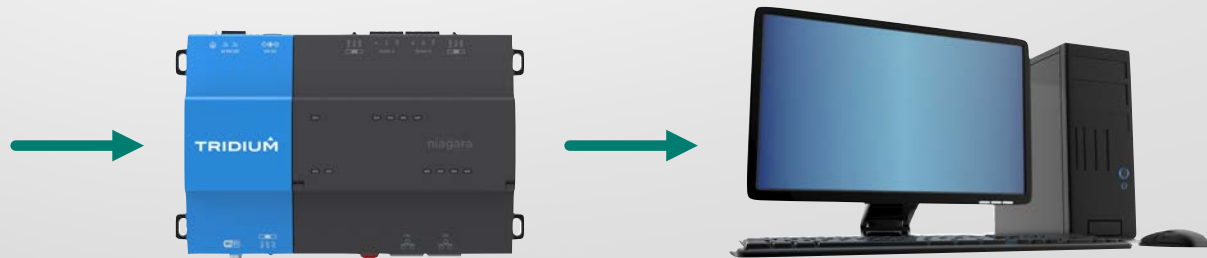
- FMC Technologies, Inc.
- Systems Integrator
- Founded in 1997
- 2 Founders
- Currently at 25 & growing



**TREND**

↓

**TRIDIUM**



# ENERGY INNOVATION FORUM

## KEY PRODUCTS/TECHNOLOGIES

- FMC provides energy-saving solutions through implementation of building automation systems



LUX ET SPES



STONEHILL  
COLLEGE

600,000 kWh  
2,300 Therms  
\$78,000



97 Libbey  
Weymouth, MA

172,000 kWh  
\$25,000



285 Billerica  
Chelmsford, MA

185,000 kWh  
\$27,000



MASSACHUSETTS  
CLEAN ENERGY  
CENTER



# ENERGY INNOVATION FORUM

## KEY PRODUCTS/TECHNOLOGIES

- FMC WatchDog
- Monitoring Based Commissioning (MBCx)
- Algorithms can detect operational deficiencies in HVAC mechanical equipment
- Two-year plan to expand database of operational deficiency algorithms

**FMC**  
**WatchDog**



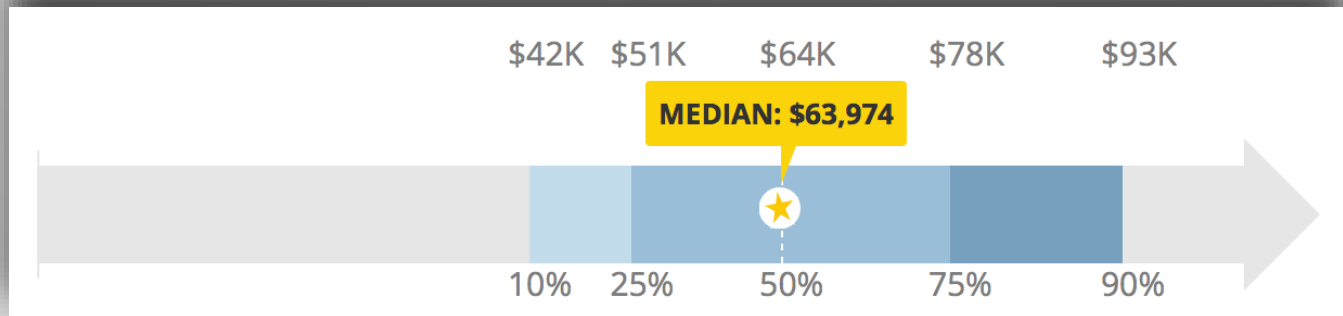
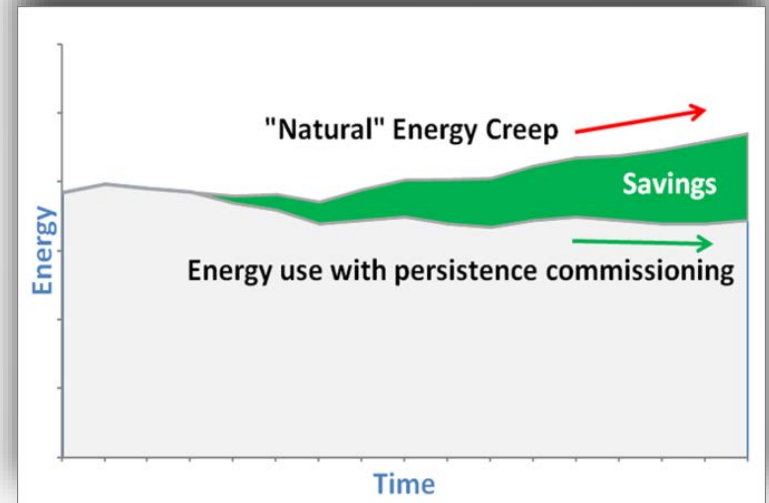
MASSACHUSETTS  
CLEAN ENERGY  
CENTER



# ENERGY INNOVATION FORUM

## COMMERCIAL IMPACT

- Analytics can help buildings maintain:
  - Lower operating costs
  - Better occupant comfort
  - Life of equipment
- Replace workforce
  - Facilities Manager: \$64k  
Median Annual Salary



# ENERGY INNOVATION FORUM

## NEXT STEPS AND NEEDS

- FMC is looking to partner with
  - Energy Service Companies (ESCOs)
  - Utility Companies
  - Utility Incentive Programs (i.e. MassSave, EfficiencyMaine)
    - Pay-for-Performance (P4P) programs



*A NiSource Company*

