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# SWITCH TO RESULTS IN BANKS

Domain specific solutions for banks to monitor, manage & reduce energy consumption.



# Banking On Sustainable Growth

**E**nergy is one of the largest components of the operating costs of a typical branch. Since there are hundreds of branch locations for even a medium-sized bank, the cumulative annual energy spend across the branches runs into millions of dollars, and can add up to 40%-80% of the overall bank consumption across branches, offices and DCs.

While banks have taken significant steps to address consumption in large offices & DCs, little has been done on the branch side because of complexities like:

- Large geographical footprint of branches
- Multiple formats & operating schedules
- Multiple stakeholder involvement - Landlords, Procurement Team, Facilities Team, OEMs, Service Providers, etc.
- Ownership issues - leased, owned, etc.
- Unviable solutions as most energy management solutions are designed for large buildings

However, with rising prices that have increased on an average of 30% over the last 5 years, energy costs of the branches have become an important factor that needs to be smartly managed. Increasing environmental regulation is also propelling banks to take definitive actions to reduce the energy footprint.

## Maximizing Profitability Through Energy Efficiency

Establishing good control on energy usage inside a branch enables reduced equipment downtime & the resultant operational disruptions, increases useful life for the equipment, optimizes utility procurement, etc., all of which go a long way in sustaining market leadership, competitiveness and profitability.

Responsible banks are now setting internal targets around reducing energy intensity & carbon footprint, so that they make a positive environmental impact in the communities they operate in and at the same time create a positive brand impression that would appeal to an increasingly eco-friendly consumer.

# Ecoenergy - Making Energy Work For Banks

To meet the energy management challenges of bank branches, EcoEnergy offers Managed Energy Services engagement, wherein we take ownership of identifying savings opportunities, developing the best-fit custom solution, deploying the solution and then delivering time bound savings over a 5-7 year period. Our banking domain expertise is the foundation of our service.

We use a unique innovative energy management platform called WEM together with a robust analytics framework to uncover energy saving insights and ensure the sustainability of the realized savings for our clients.

**Energy Savings from Current Projects Range Between 7% and 13%**

## Why EcoEnergy?



Full stack multi-convenience store solution consisting of Intelligent Hardware, Software and Services



Ensures sustainability of realized energy savings



Innovative Managed Energy Services model for guaranteed savings

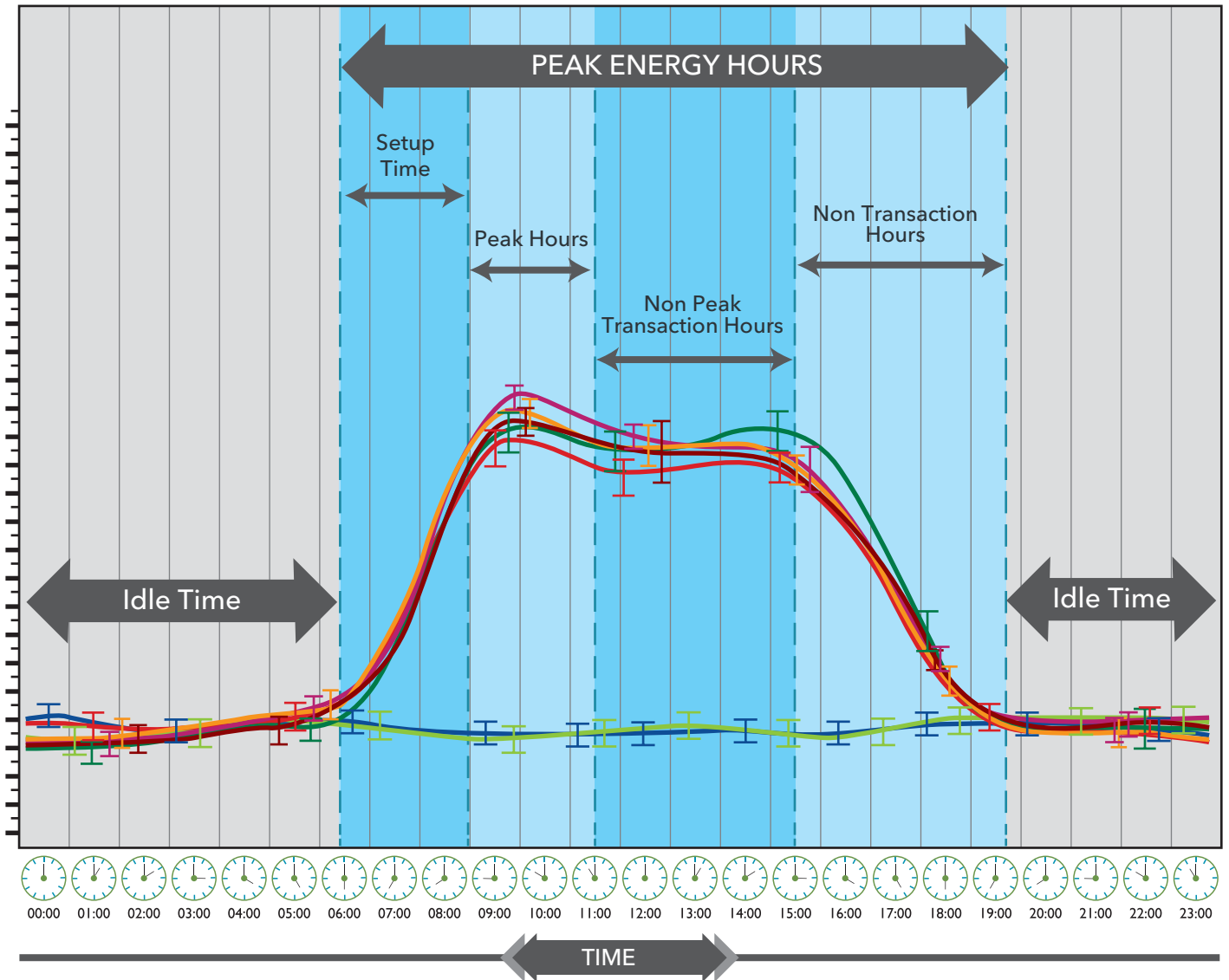


Ensures alignment with the existing control and data systems

## Best-in-class Energy Service Offerings

Energy consumption pattern across the branch network differs from site to site as it is dependent on multiple factors viz. type of consumption equipment and their condition (age, maintenance, technology, etc.), footfalls, seasonality, weather, type of branch (layout, size, orientation, etc.). As a result of these complexities, the energy management challenge increases manifold when energy needs to be managed across a network or chain involving hundreds of branches.

EcoEnergy's analytics-driven platform called WEM overcomes these complexities with lightweight architecture and a rich database of rules, models and algorithms. WEM is built on a breakthrough approach called Service Window™.

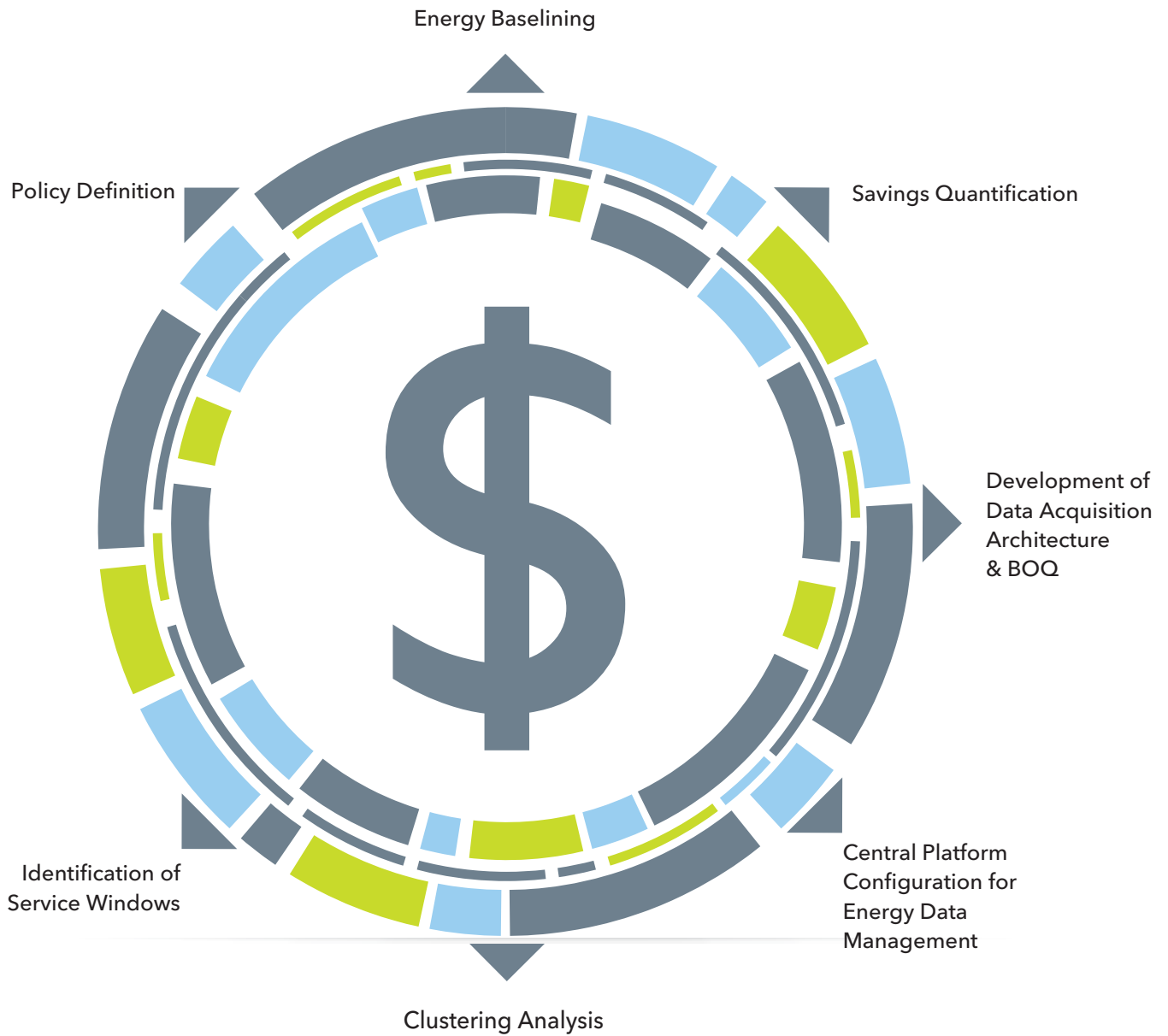


Day

- ▶ Sunday
- ▶ Monday
- ▶ Tuesday
- ▶ Wednesday
- ▶ Thursday
- ▶ Friday
- ▶ Saturday

Service Windows are the unique energy profiles that a typical branch goes through during its daily operations. The energy profiles are results of the business volume, weather, equipment usage, etc. We believe that energy profiles for each of these Service Windows (Bank Setup, Peak Transaction Hours, Non-Peak Transaction Hours, Closing Hours, Non-Operational Hours) would be different. These unique profiles get repeated every day with a fair degree of consistency. Based on effective monitoring of energy consumption in these Service Windows, it is possible to detect and plug energy deviations or leakages that occur on a day-to-day basis and this tighter control across Service Windows can lead to savings.

To kick-start the Managed Energy Solution engagement, our team of Subject Matter Experts conducts detailed solution designing that includes:





**HVAC**  
(Split, Ductable, RTUs)



**IT**  
(Servers / Desktops / Laptops,  
Printers, Network Equipment)



**ADMIN**  
(Fax, EPABX, Security System,  
Pantry Load, Display Boards,  
Teller Machines, Xerox)



**LIGHTING**  
(Internal / External)

## WEM Snapshot

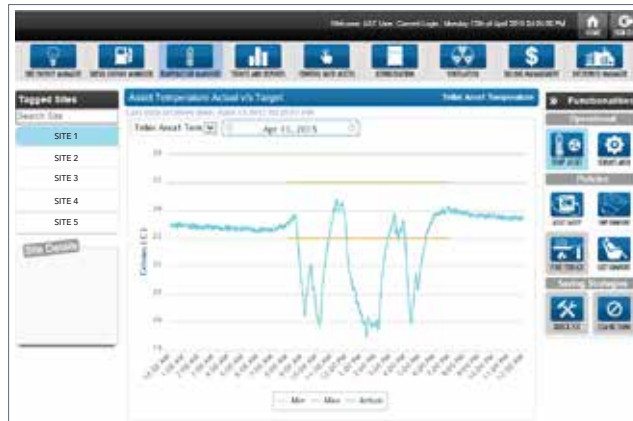
Figure 1: Snapshot of WEM Application showing a site's consumption over 30 days



Figure 2: Snapshot of WEM Application showing energy consumption profile of a site

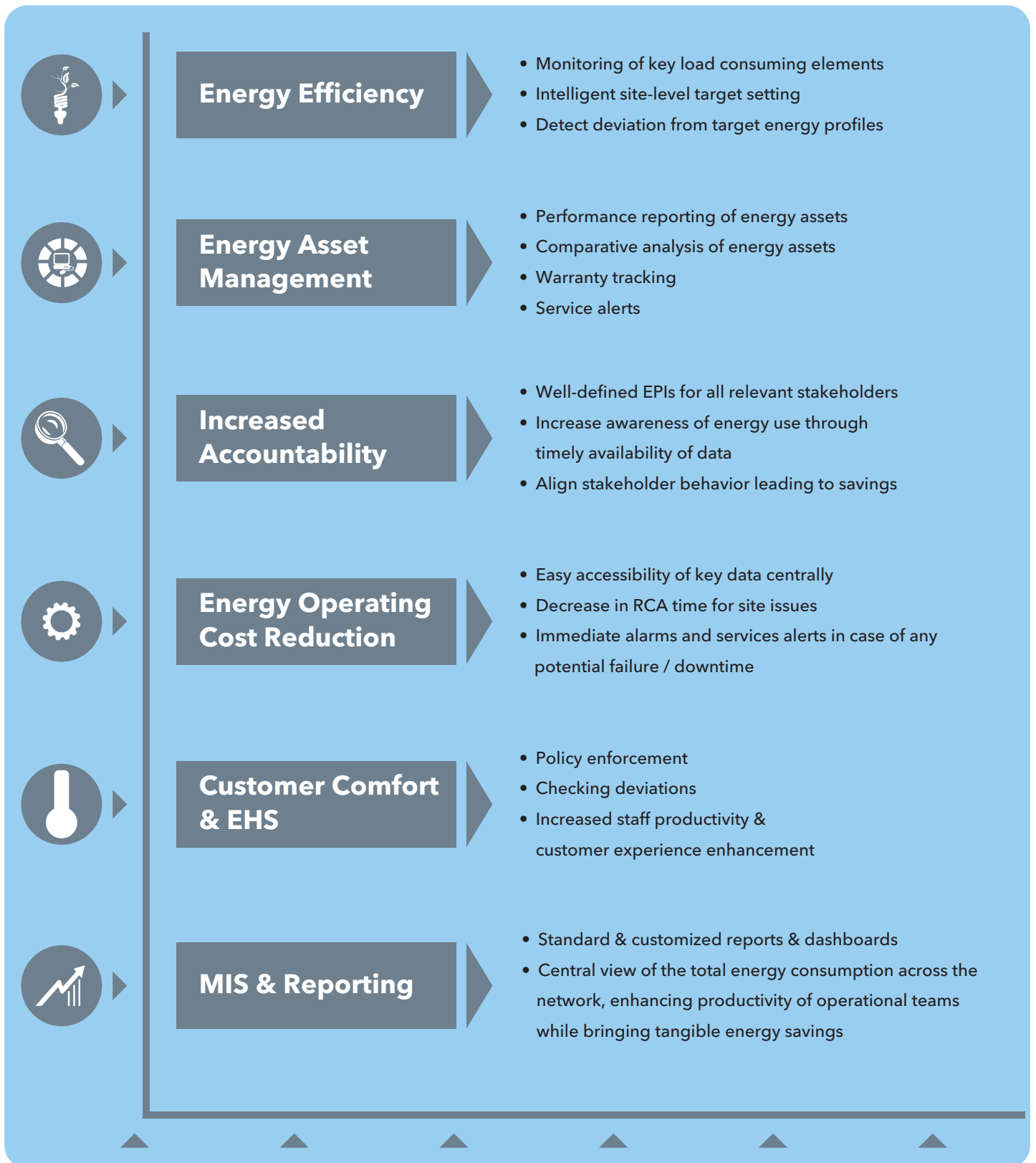


Figure 3: Snapshot of WEM Application showing a Teller Area's Temperature trend at a site



# Value Proposition For Banks

WEM, along with the portfolio of energy services, enables the banks to not just save energy but also transform the entire operations & maintenance aspect of running the branch network. The WEM platform enables precise intelligence which saves man-hours which can now be focused on customer management.





## About EcoEnergy

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EcoEnergy's award-winning connected services combine the power of its Technology Platform & the agility of its Command Center with the expertise of its industry experts and analysts to deliver desired business outcomes - such as energy efficiency and occupancy comfort. Forever pushing the edge of the learning curve, EcoEnergy has built strong expertise across industries and employs only the latest technologies to deliver transformative results.

EcoEnergy is a part of UTC Climate, Controls & Security, a unit of United Technologies Corp., a leading provider to the aerospace and building systems industries worldwide.