

HTEC applies its company motto to energy management "get data smart"



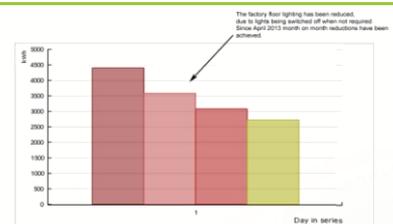
HTEC, was established in 1979 and has grown to become the leader in providing secure chip & pin terminals at petrol pumps, as well as software for loyalty card, cash card and gift card schemes.

The Southampton based company which specialises in providing computer payment systems to petrol station forecourts believed it could reduce power consumption at its 46,000sq ft HQ but it needed to know exactly where and when savings could be made without impacting either on its own staff or those companies sub-letting floor space within the facility.

That's where the systems provided by Optimal Monitoring came in. "The data provided by Optimal in the first month and the graphic evidence of savings in the areas that we targeted, helped us to cut more than £5,000 off our annual energy bill – a saving of more than 4%", said HTEC Facilities Manager Andy Wakely.



RESULTS



- Identified and realised annual savings of £5,000 in the first month.
- Immediate cost recovery from accurate sub-tenant billing.
- Sharing the information is helping us drive behavioural change and reduce costs further.

CASE STUDY: HTEC, SOUTHAMPTON

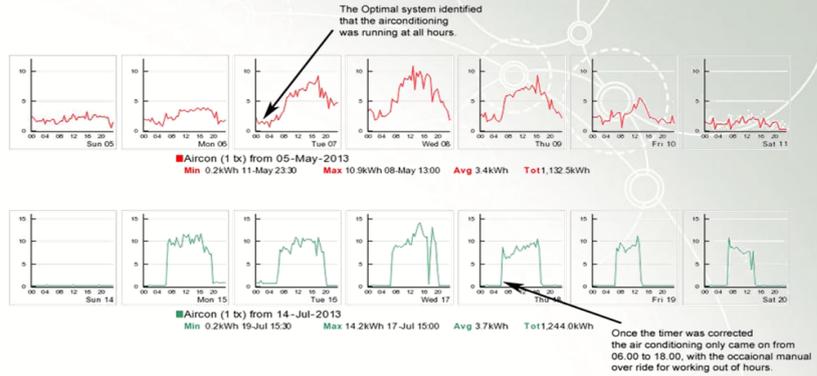


"We had already started to question why our monthly electricity bill was so high, and that became more urgent as we considered sub-letting more of our facility and the charges we should make to future tenants for power," said Mr Wakely. "I was impressed by the lay-out of Optimal's monitoring equipment and its ease of use, especially after a very professional demonstration.

"The quality of the support during the learning stages was excellent and we are now learning to operate the dashboard display with a view to having it on HTEC's intranet system so staff can see exactly what power we're using and, most importantly, where and when we're wasting it."

"HTEC approached us because they needed information about their energy use to help manage constantly rising utility bills," said Optimal Monitoring's Graham Boret. "We carried out a site survey and reviewed their energy use, future needs and recommended a live-data solution combining wireless hardware technology bolted on to our web-based energy management platform."

The initial coverage focused on 11 key areas, these included production lighting, IT equipment, tenanted office areas, and the air-conditioning plant.



"The monthly report generated by Optimal's system has made our existing sub-let tenants aware of how much electricity they are wasting during normal working hours, out-of-hours and non-weekend working. After that point, more machinery and lighting was being switched off when not in use – a marked difference in consumption habits which is now saving tenants a couple of hundred pounds a month," said Mr Wakely.

But it hasn't all been plain sailing for HTEC's Mr Wakely. He knows there's still work to do.

"In the surface mount area – a room within the factory where components are robotically placed on circuit boards which move on a conveyor belt through a heated area that melts the solder to hold them in place – staff only had to be shown how the air con

was running virtually 24 hours a day to get the timer control sorted (see graph). The compromise was that if those staff needed to work outside timed air control they would turn it off manually when finished."

"By showing staff the graphs, which I was able to produce using Optimal's system; I could get them to see, clearly, how much electricity they were using. Optimal's half-hourly consumption reports showed them exactly when the factory lights came on and they could even see when I came in at 8am and turned them off!"

"That made them more aware that once it is light outside they don't actually need all lights blazing on factory floor. Also, a 'before and after' graph demonstrates the savings straight away and helps persuade people to switch stuff off or fit timers to sockets for example."

Optimal Monitoring are specialists in the design and delivery of Energy Monitoring, Analytics and Reporting Software.

With over twenty years of industry experience, UK based Optimal Monitoring enables organisations across divers sectors from manufacturing, logistics and offices

through to councils, hospitals and schools to make smarter decisions about utility consumption and the impact on corporate social responsibilities.

Optimal's Energy Monitoring and Reporting Software processes data from many disparate sources in real-time and delivers it tailored to the needs

of specific users using its unique industry specific reporting toolset.

With an impressive list of clientele, Optimal Monitoring work in partnership with is customers to ensure a professional and dedicated service offering including specialist advice and support at every stage.

ABOUT OPTIMAL

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