

ENERGY EFFICIENCY RESOURCES

CONTRACTOR PLANS REVENUE INCREASE OF
40% WITH 75F & UTILITY INCENTIVE PROGRAM



“ There are more capabilities behind 75F’s hardware and software and how you can tune it. 75F’s support is also a big plus — we’ve gotten to know the staff really well. We know their background and trust what they tell us. 75F is more than just a controls manufacturer, they’re a partner. ”

Jeffrey Filek | Co-Founder, EER

CHALLENGE

Energy Efficiency Resources (EER) is an energy solutions contractor with service areas in the U.S. The company specializes in helping building owners source and implement the most-energy efficient solutions for their building or portfolio of buildings.

Before partnering with 75F, EER identified an incentive program through a local utility provider that offered rebates for advanced rooftop control (ARC). EER identified this as a potential business opportunity that could simultaneously increase their annual revenue and provide a valuable efficiency upgrade to their customers at no cost to them.

EER tried this strategy with two different control solutions first and ran into barriers with both. The first solution, EER discovered, had a higher total cost than the utility incentive dollars provided. The second solution’s price was within the budget, but the system capabilities meant EER could not complete all the jobs they identified. For this incentive strategy to work, EER needed a wireless solution affordable enough to ensure the total project cost would be covered, without sacrificing important capabilities.

AT A GLANCE

Service Areas	Across the U.S.
75F Application	75F® Outside Air Optimization™
Business Impact	Projected 40% annual revenue growth

SOLUTION

This utility's incentive program offers a generous dollar amount per rooftop unit — varying depending on tonnage — outfitted with ARC. Considering the cost of labor and materials and the complexity of some jobs, EER initially struggled to find the right controls fit for their business strategy to install rooftop economizer controls with little to no out-of-pocket cost to the end customer.

Ultimately, EER selected 75F's ARC application, Outside Air Optimization (OAO), because of the disruptive cost and advanced system capabilities that matched the incentive program. EER got 75F OAO approved as a prescriptive measure for the incentive program and has since installed 75F in numerous buildings ranging from credit unions to shopping malls.

One such project, Frankenmuth River Place Shops in Michigan, would have been nearly impossible to outfit with ARC if EER had attempted the job with traditional controls, simply because of communications wires. The shopping area contained multiple different buildings that were not interconnected, meaning installers would face a daisy-chaining headache to install the system. 75F's IoT-based devices communicate via a secure, 900 MHz mesh network, meaning installers could skip comm wires and still achieve better savings, comfort, and IAQ.

RESULT

EER's partnership with 75F promotes a win-win-win scenario: The utility spends the incentive dollars they are required to offer; EER customers gain energy savings, enhanced comfort, and improved IAQ at no cost to them; and EER increases their revenue.

As EER gains familiarity with 75F and jobs that are the best fit for

the utility's incentives, the contractor aims to ramp up their 75F OAO implementations to 30 installations per week. With these new jobs, EER expects their annual revenue to increase by 40% compared to last year.

Aside from disruptive price, simplified installation, and advanced technology, EER points to the 75F support team's reachability and knowledge base as another benefit to the partnership.

"Beyond the technology, 75F's support is definitely of huge value," said Jeffrey Filek, co-founder of EER. "You can have a great product and terrible service, and it won't go anywhere. Having that support from 75F is very helpful."



“Starting this utility program with 75F at the end of last year took us to our best year yet. Because of the extra pieces we can do now, we should grow by 40 percent from last year.”

Jeffrey Filek | Co-Founder, EER

75F® OUTSIDE AIR OPTIMIZATION™

75F® Outside Air Optimization™ (OAO) is an application that combines hardware, software and real-time weather data providing advanced sequences of operation for rooftop economizers and built-up air handlers in a wide range of commercial buildings.

OAO's three primary benefits are Improved Efficiency, Comfort and IAQ, something it accomplishes thanks to two main application functions: Economizing and Demand Control Ventilation (DCV).

The 75F OAO kit includes a CO₂ sensor in the return duct of the air handler to measure the average IAQ of the building's envelope. When occupancy is high, or when external factors are deteriorating IAQ, 75F will modulate the OA damper proportionally with IAQ values to ventilate with fresh OA to achieve minimum values.

ASHRAE Standard 62.1 provides direction for the correct ventilation rates of occupied spaces. When occupancy is unknown, the standard calls for assuming the worst case — maximum occupancy — to set the minimum position of the OA damper. In reality, most spaces are not occupied at maximum and the result is that most indoor spaces are over-ventilated at the cost of much greater mechanical conditioning and energy cost. Using DCV, OAO from 75F delivers an ASHRAE-approved method to derive occupancy, allowing for adjustments of the OA damper according to CO₂ instead of assuming the worst case. The result is energy savings during low occupancy and improved IAQ during high occupancy. With 75F® Epidemic Mode™, users can automate enhanced OA ventilation to CDC standards during a pandemic.

To learn more about 75F's IoT-based Building Management System, visit www.75f.io.

