

Complex energy & enterprise facility management solutions



INCREASE  
ENERGY  
RESILIENCY

REDUCE ENERGY  
& OPERATING  
COSTS



MANAGE COMPLEX  
SINGLE & MULTI-SITE  
FACILITIES

IoT  
CONNECTIVITY  
SOLUTIONS



Blue  
Pillar®

## Sound familiar?

## Expanding market challenges

- Mounting pressures to lower operating and energy costs
- Aging workforce and disparate, stranded infrastructure & components
- Growing portfolio of new buildings or existing facilities requiring oversight
- Unreliable utility performance and increasing energy rates
- Mounting compliance pressures

**50%** of existing facilities management staff is predicted to retire in the next 10 years

**\$125 BILLION** Amount that power outages cost the United States economy every single year

**76** Average number of distinct equipment types in an average complex facility

### APPROACH A:

#### Traditional SCADA:



#### A Risky Business.

### APPROACH B:

#### New “energy” management systems:

They might have cool graphics, but do little to solve protocol, retrofit, connectivity and control issues with complex equipment...



Inadequate market solutions

# YOU HAVE PROBLEMS.

# Success Stories

## Connecting in a Disconnected World

### THE PROBLEM:

A well-known health system, a major university and a large utility provider shared a common problem: The inability to connect their disparate emergency power assets. This put their facilities at risk.



connect each piece of equipment across their campus. Next, they were able to network all their various pieces of equipment onto one common platform using our Avise Insite™ solution at the campus level. And in the case of the health system and utility, combining those individual platforms into one robust corporate network-level platform by deploying Avise Foresite™ providing the visibility, control and command that was promised several times in the past by a host of vendors, but never realized.

### THE SOLUTION:

Beginning with Aurora – our industry-leading survey and connectivity tool – each were able to precisely identify, inventory and

## How to Eliminate Costly Load Studies (without really trying)

### THE PROBLEM:

As a leading publicly-traded provider with operations coast-to-coast continued to acquire new facilities, the impact of costly outside load studies became a budget-busting line item.

### THE SOLUTION:

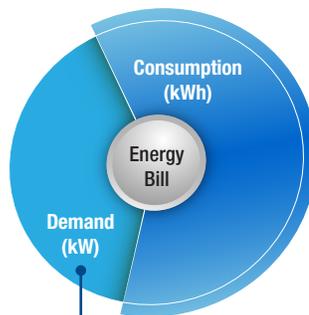
Having Blue Pillar technology baked into their infrastructure, the circuit-specific data produced from an outside 30-day load study was now available 24/7/365. With this rich view of data, they eliminated outside load studies, reducing their operating budget more than \$2 million annually.



## Demand Charge Killing Your Energy Spend? How to Lower Your Peak...

### THE PROBLEM:

A Midwest hospital's energy bill was out of control. They implemented cost-cutting measures with limited results. Turned out, it was their Demand Charge, more specifically, their Peak Charge, that was the problem.



Demand charges can make up to 30-50% of your organization's total electrical spend.

### THE SOLUTION:

Utilities must be able to supply power to meet the demand of the highest peak in any given billing cycle, and for that privilege, you pay dearly. By reducing your peak charge, you reduce your electric bill. By having Blue Pillar technology in place, the hospital was able to pull up accurate, real-time data for the specific guilty circuit causing the spike, made the necessary changes, thus reducing their energy spend by an average of 20% each month.

# WE HAVE ANSWERS.

“After exploring the available technology, the Blue Pillar advise® software was the only product designed capable of interfacing with all of our equipment assets. And it does much more, and cost less than other options.” **LEO ANDERSON**  
APPLETON MEDICAL CENTER

## Digital Energy Network of Things™

Aurora® is the first step for any facility looking to build a uniform, vendor-agnostic platform for connecting to, collecting from, and controlling equipment within their facility... regardless of make, model, vintage, or protocol.

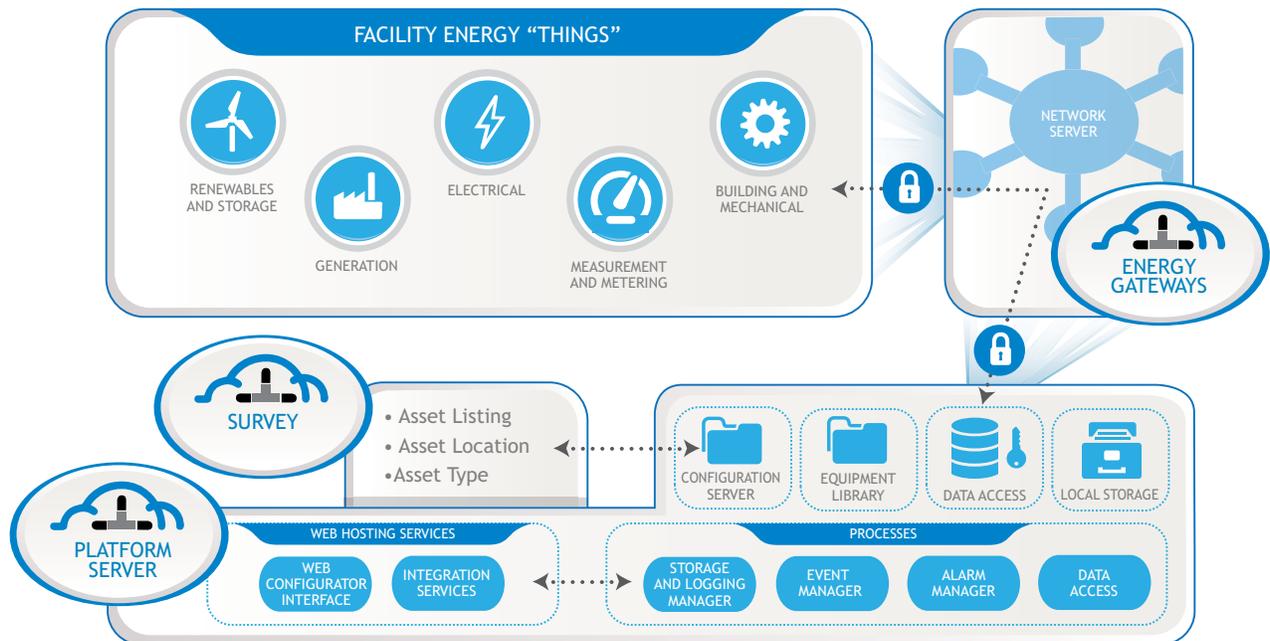


### Secure

We provide secure, encrypted data protection across the network.

Aurora is the Industry's first and only turnkey survey, retrofit, interface, and data storage platform which provides for a single solution for core metering, electrical, mechanical, and

generation assets within your facility. In addition, Aurora is software application agnostic - meaning once installed, the power to choose which dash-boarding, visualization, and control software platform is entirely up to you. The end result is enhanced visibility, control like never before, and the data and information necessary to make informed decisions and deliver on cost containment.



### Before:

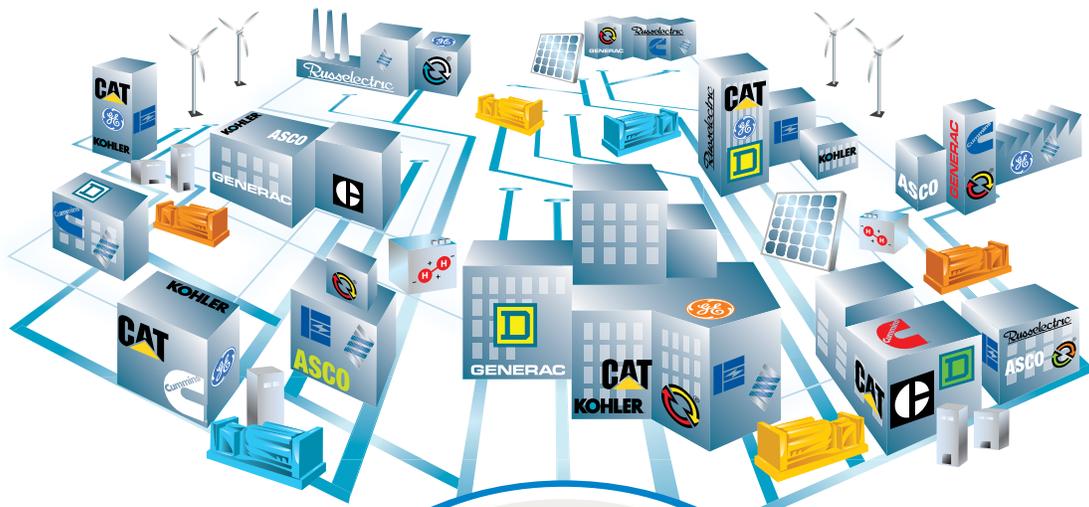
- Stranded facility metering assets
- Dozens of facility hardware vendors without a uniform connectivity and control interface
- Unmonitored critical power systems



### After:

- Complete connectivity and visibility across the network
- One single, robust system for all your metering and collecting needs
- Streamlined deployment process

## Single-site Energy Management



Avise Insite™ solves big challenges in the world's biggest facilities. Real-time operational and energy analytics combined with fully automated control processes provide value well beyond a simple dashboard.

**avise**  
INSITE™

- Remote Testing
- Automated Compliance Reporting
- Demand Response Capabilities
- Meter Data Management
- Fault Detection

## Multi-site Energy Management



Across town - or across the country - Avise Foresite™ connects all your Avise Insite locations into a single, robust system that provides visibility, insight and standardization across your entire network.

**avise**  
FORESITE™

- Establish Best Practice Compliance Reporting Guidelines
- Equipment Agnostic – regardless of make, model and/or vintage of equipment system-wide
- Energy Spend Reduction Protocols

Whether managing a complex network of many sites across a large geographic area, or a single site, total critical power management capability is at your fingertips — when and where you need it.



## Solutions for:

- Complete Connectivity and Visibility
- Streamlined Deployment Process
- Centralized Multi-Site Facilities Management
- Energy Efficiency Validation
- Automated Compliance Testing
- Meter Management
- Automated Demand Response
- Meta-Data Management

“Deploying Blue Pillar’s solution for Tenet Healthcare’s energy fleet will help us minimize our overall energy spend, streamline our day-to-day energy management operations and make a meaningful contribution to the stability of the power grid.”

KEN SUTHERLAND  
TENET HEALTHCARE CORPORATION



**Blue  
Pillar®**

FOR MORE INFORMATION

888.234.3212

[BluePillar.com](http://BluePillar.com)