

# A Business Case for Proactive HVAC Maintenance

Creating the Right Atmosphere for Operational Success

# Budget Threat Assessment

Are you ready for these challenges?

A \$50,000 repair/  
replacement X  
5% net profit =  
\$1,000,000 in sales.\*

\*Example

A 10% decrease in energy  
use could lead to a 1.5%  
increase in net operating  
income (NOI).

ENERGY STAR  
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Reduced  
Funding

Deferred  
Systems &  
Maintenance  
Issues

Increasing  
Energy &  
Operating Costs

Budgeting  
Unpredictable  
Costs

Increasing  
Complexity of  
Buildings/  
Systems

Aging  
Facilities &  
Infrastructure

Increased  
Focus on  
Outsourcing

Sustainability  
& Green  
Initiatives

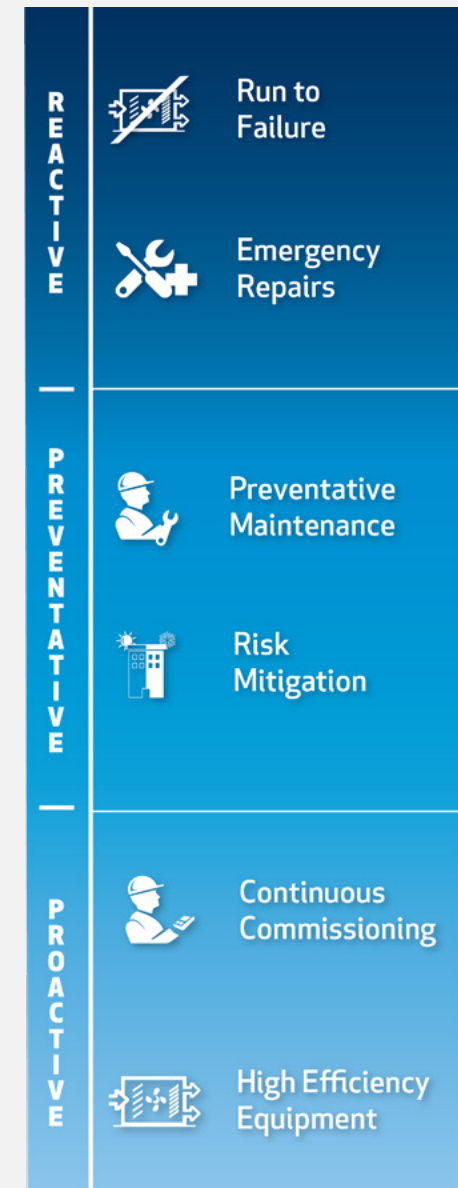
Regulatory  
Compliance

The secret to doing more with less isn't cutting costs. That's focusing too much on the less. The secret is meeting needs efficiently. That's the more. To help your budget benefit your business more, get a clear picture of the challenges your budget can face – and win.

The risk of unpredictable costs can be answered with strategies for stability. For instance, \$1 towards deferred maintenance takes \$4 of future expenses off the table. Rising energy costs mean a quicker payback period when you cut the 30% of energy consumption an average building wastes.

# Which Price Do You Want to Pay?

The price of inaction keeps climbing higher.



Your real choice isn't between saving the price of HVAC service or not. You're choosing between the value of a proactive strategy and the runaway costs of a reactive one.

Is it even fair to call a reactive strategy a strategy? Running to failure and emergency repairs come with big price tags. Over time, reactive operations incur more and higher costs, depreciating assets, increasing utility spend and moving replacement costs ever closer.

A proactive strategy provides stability that protects margins and keeps cost and risk off your balance sheets.

[Let's look at some numbers >](#)

# From Proactive Plan to Proven Results

Cost-effectively keep properties safe, clean, comfortable, and energy efficient.



## Center Commons MRI Pittsburgh, PA



- Challenge:** Revenue lost to equipment breakdowns, increasing operational costs and unreliable, aging infrastructure
- Solution:** Guaranteed Lifetime Protection program provided fixed cost solution covering all parts, emergency services, and complete replacement
- Results:** Reduced revenue loss and energy costs

## El Paso Independent School District El Paso, TX



- Challenge:** Lack of funding to fix aging infrastructure and uncomfortable classrooms
- Solution:** HVAC upgrades paid for through an Energy Performance Contract
- Results:** \$14.8 million guaranteed savings in energy and operating costs from HVAC, lighting upgrades and more

## Anheuser-Busch, Inc. Cartersville, GA



- Challenge:** Excessive costs and capital expenses from labor and breakdowns in a high-performance industrial environment
- Solution:** Proactive, preventative maintenance and controls
- Results:** Total budget control and significant reduction of admin costs

## U.S. General Services Administration Los Angeles, CA



- Challenge:** Technological upgrades (battery backups) needed alternative funding
- Solution:** An additional phase of HVAC and control upgrades
- Results:** Deep energy retrofit exceeded 50% of original baseline

## City of Fremont, Ohio Fremont, OH



- Challenge:** Chiller and boiler failure, infrastructure needs for residents
- Solution:** HVAC replacements and retrofits for six facilities helped create savings to fund water meter upgrade
- Results:** \$12 million in energy and operating cost savings from HVAC, lighting, and other upgrades

## BrandsMart South Florida



- Challenge:** Enrich shopping environments while decreasing carbon footprint and energy cost
- Solution:** HVAC systems upgraded for multiple locations through leveraging PACE (Property Assessed Clean Energy) program
- Results:** Saving \$2 million a year through HVAC, controls, and lighting upgrades, with proactive preventive maintenance

Talk to the team behind these success stories at 866.624.1520 or [ABM.com/HVAC](http://ABM.com/HVAC).