



THE HOTEL ENGINEER

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Emirates
Wolgan Valley
Achieving the impossible

Energy Eye vs. Standard Key based System

Occupancy Based Energy Management

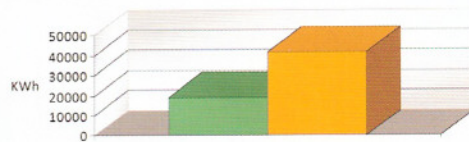
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It is a well known fact that energy expenditures are the second highest operating cost for a typical hotel or motel property. With this in mind, it has been practice for several decades to develop means of controlling or reducing this expense.

Previously it was a cumbersome process often involving compromise and quite regularly, discomfort to the guest. Not something favored in the "hospitality" industry. Throughout Asia, Europe and Oceania it is common practice to use "Keycard" type energy controls allowing the guest to turn off all guestroom electrical appliances by inserting or removing their room key (or "keycard"). Until the advent of advanced sensor technology there was no other option available. While this has been widely accepted, it is now a thing of the past.

New technology was developed and is now widely deployed throughout North America called "Occupancy Based Guestroom Energy Management Systems (EMS)." This technology uses sensors to accurately detect the presence of the guest in the room in order to ACTIVELY track their behavior and control guestroom electricity waste and the resulting expenditures without their participation. Additionally, EMS control of the Heating or Air Conditioning System actually IMPROVES the guest experience by maintaining room temperatures at a comfortable, albeit energy saving level while rooms are reported as being unoccupied. With the cost of electronic components decreasing, this is no longer something only for the highest rate rooms. The Energy Eye System has taken this one step further by developing their system into a wireless platform that allows it to be easily installed as a RETROFIT into virtually any existing application. Wireless installation brings total costs down and creates the recipe for a RAPID ROI (return on investment).

By actively controlling the room temperatures without asking the guest to participate significant savings have been achieved OVER and ABOVE those seen by simple mechanical "keycard" type systems. Coupled with Government subsidies for energy conservation measures, subsequent carbon emissions reductions, positive marketing image, improved guest comfort



Energy Eye System	19102
Key Based System	41416

experiences and the current "Green" movement this is truly a winning case for the hospitality industry.

Reasons to Consider the Energy Eye System

- Key based systems require the guest to participate. They can be easily circumvented by inserting another object or simply by asking the front desk for a 2nd key.
- Using "setback" based temperature controls improves guest comfort levels by making sure room temperatures do not get too hot or cold while they are out of their rooms.
- The Energy Eye System has shown up to a 50% reduction in AC energy usage OVER traditional key based systems.
- The Energy Eye System can reduce mold and water damage to Furniture, Fixtures and Equipment (FF&E) in high humidity environments.
- Wireless sensors allow easy retrofit installation that can be conducted during housekeeping or routine room servicing so that operations and revenues will not be interrupted.
- "Deep Setback" technology allows tiered energy saving temperature levels to ensure that savings are maximized in unsold rooms or room blocks.

Comparison test conducted by worldwide hotel chain results in 52% average kWh savings¹. ■

¹ Test conducted May, 2007 in 8 rooms at all-inclusive island resort. kWh measured at fan motor for 32 days. Key based system operating with BMS to 22°C unoccupied temperature. Existing key system left in place in Energy Eye controlled rooms.