

Visibility into Performance Drives Improvement

Modern facility management is evolving from reactive to proactive, and to a predictive maintenance behavior that not only improves building performance, but also helps facility managers be more efficient and effective in their everyday jobs.

Reversing the Cycle of Reactive Management

88% of Facility Managers say deferred maintenance is an issue



55% of Facility Managers are largely or very reactive when it comes to maintaining buildings.

63% of Facility Managers show interest in using analytics to monitor their building systems.

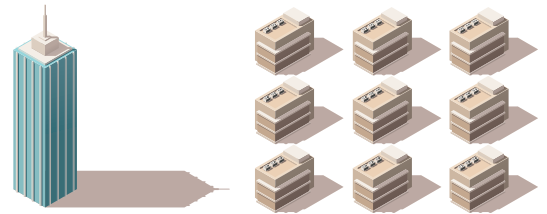
Your BMS isn't as smart as you think

Most BMS systems require a labor-intensive mapping process to interpret the data. Without analytic insights, it can be hard to understand what building data means.

74% of Facility Managers feel that available building data is not adequate for optimum facility maintenance planning

The average cost to deploy a basic BMS is at least

\$2.50 | sq. ft.
& can be as high as
\$7.00 | sq. ft.



90% of real estate stock is smaller than 100,000 sq. ft., making them less suitable for BMS installation.

Technology and IoT are Transforming Facilities Management

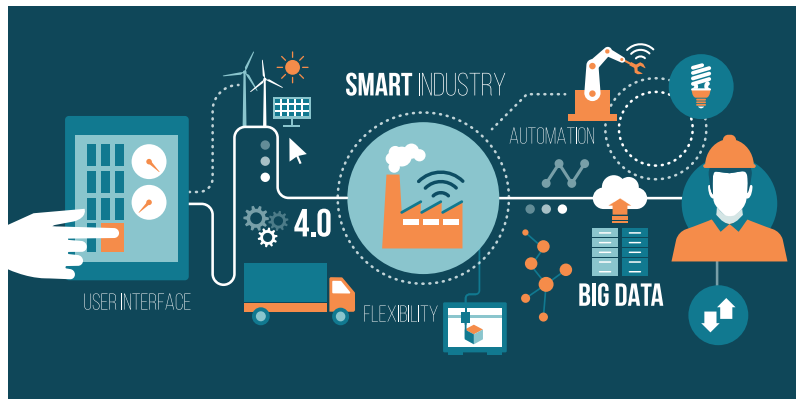
When partnered with analytics, IoT improves decision making and maintenance prioritization for facility teams.



ROI on IoT installation in as little as 6 months.

Benefits of IoT and Analytics

- Better Building Performance and Comfort
- Improved Equipment Lifecycle
- Operational Efficiencies
- Cost Containment



IoT + Analytics = Predictive Maintenance

10x ROI on IoT Installation

25-35% reduction in maintenance costs

70-75% fewer breakdowns

20-25% increase in production

Monitoring data collected from IoT delivers never-before-seen levels of visibility and control—drastically increasing opportunities to save time and money.

Contact your **AAF Flanders representative** to see how the insights from intelligent monitoring technology can improve operational outcomes.

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Sources: "The Rise of IoT is Prompting Facility Pros to Invest in Analytics," Schneider Electric; O&M Best Practices Guide, Release 3.0, U.S. Department of Energy, 2010; Deferred Maintenance: Survey Says Managers Confident About Overcoming Backlog, Facility Net, 2015; Smart Buildings Get Smarter with IoT," December 15, 2016; "Costs, Savings, and ROI for Smart Building Implementation," June 20, 2016; Modernization and the Path to Energy Efficiency, Schneider Electric