

# Automate

The Computrols Building Automation Newsletter

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## Editor's Note

Welcome to Computrols' Automate. Automate is a free newsletter dedicated to bringing you the latest in building automation technology, with a focus on Computrols Building Automation Systems. Our goal is to provide continuing education to our readers in the field of Building Automation and inform them of new product releases.

In this newsletter, we will provide tips on energy analysis, a look at our new website, details on a new feature in CBAS and catch you up Computrols' news. We have also received a glowing testimonial from one of our dealers that we felt were worth sharing.

As we strive to make the Automate newsletter a useful and informative tool for all of our partners, customers, and contacts, we welcome any feedback you might have regarding its contents. If you enjoy reading Automate, we encourage you to forward it on to your colleagues and clients so that they might subscribe as well.

For the extended versions of the stories in this newsletter, please visit:

[www.computrols.com/news-events/](http://www.computrols.com/news-events/)

Thank you,

### **Andrew Mire**

*Vice President, Operations*  
Computrols

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## The New Computrols.com is Here!

Computrols is proud to announce the launch of its new website! The new site offers a user-friendly experience and is now responsive to mobile phones and tablets.

Besides the more aesthetically pleasing design, Computrols.com now offers a simplified user experience allowing easier access to product information and data sheets. As we are always looking for ways to improve website organization and customer communications, please feel free to contact us with any suggestions to improve the experience.



## BOMA 2016 Conference Recap



Computrols enjoyed a very successful BOMA conference this year. It was the first BOMA conference in which we participated as an exhibitor and presenter. This year also happened to be the most highly attended conference for BOMA International.

### Exhibiting

The Computrols team manning our booth included VP of Operations, Drew Mire, D.C. Branch Manager, Bob Hand, Director of Research and Development, Mike Donlon, and Digital Marketing Manager, Scott Holstein. The team met with a number of property managers and facility engineers, educating each of them on the value that a Computrols building automation system could bring their facility. We also had the pleasure of running into a number of our current customers on the exhibit floor.

### Pre-Show Marketing

Our team was also fortunate enough to take home the award for the best pre-show marketing campaign. Pictured to the right is Digital Marketing Manager, Scott Holstein receiving the award on Computrols' behalf at the end of the first day of the trade show.

Computrols' marketing team took a multi-pronged approach in marketing the company's presence at the conference. The campaign consisted of social

media branding and posting, an article dedicated to the exhibitors of the Technology Pavilion, an article dedicated to Mike Donlon's speaking session, utilization of the BOMA widget on the Computrols website, building out a robust online booth profile, sending out personalized letters to attendees, and following up with some attendees via phone call.

### Machine Learning in HVAC Controls

One of the highlights of the conference was surely Mike Donlon's educational session on Machine Learning in HVAC Controls. Mike took his audience through the basics of machine learning and into the future of its application in HVAC building automation systems. In case you weren't there, we streamed the session live on Facebook and have put the entire presentation on YouTube to make it more widely available.

### TOBY Awards

A couple members of the Computrols team even got to attend The Outstanding Building of the Year (TOBY) Awards. The evening honored the nation's top building managers in 15 different categories, three of which included Computrols customers.

### After the Conference

Since we found ourselves in D.C. for this conference, we set up a couple of "lunch and learns" for our clients in the area later in the week. Computrols Business Development Manager, Charlie Stiegler presented on cooling tower control based on approach. This presentation built on an already extensive newsletter article covering the same topic. Charlie will soon be recording this presentation in webinar fashion, which we will be sure to share with everyone.

## Computrols Begins New Project: 4000 MacArthur

Computrols is pleased to announce that that we will once again be starting a building automation retrofit project in Southern California. 4000 MacArthur is a Class A office facility located in Newport Beach, CA.

The facility consists of two, ten-story buildings totalling 375,000 rentable square feet, situated within the 179-acre Koll Center Newport at the intersection of MacArthur Boulevard and Jamboree Road.



Our team will be retrofitting the current Siemens system with our flagship CBAS software and X-line controllers. The current VAV controllers will be kept in place and will be configured to interface with Computrols' control boards and head end.

Computrols is excited to continue to expand its presence into Southern California and looks forward to continued growth in this market.

For all of your building automation needs in the Southern California area, please contact Bobby Rodriguez at 504-915-7679 or [bobby.rodriguez@computrols.com](mailto:bobby.rodriguez@computrols.com).

## Energy Analysis Solutions

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Buildings rarely perform as initially intended, resulting in energy use that is higher than anticipated. To resolve this inherent problem, retro-commissioning, performance contracting, and facility IoT analytics have all emerged to capture market share. In practice, energy efficiency in buildings is achieved through the balanced combination of design concepts, applied technologies, and operational strategies. These work together to reduce the consumption of energy.

Different client types find the focus on energy-efficient retrofits attractive for a variety of reasons. Perhaps most common is to simply reduce operating costs. An increasing number of building owners and managers are concerned with the overall environmental impact of their buildings, the health of building occupants, and the market value that an environmentally-conscious facility commands.

The efforts to better quantify, benchmark, and meter building utility usage are picking up speed. Across the country, initiatives are advancing in a variety of ways to collect information on building utility consumption at multiple levels. That's where Energy Engineers come into play. They are dealing with energy efficiency, demand/supply services, facility management, plant engineering, retro-commissioning, environmental compliance, and alternative energy technologies.

For over thirty years, Computrols has been studying buildings. Our Energy Analysis team is comprised of experts in the field of building efficiency and is dedicated to healthy building best practices.

An Energy Engineer's role is to provide comprehensive

energy analysis services aimed at reducing operating costs and promoting sustainable design initiatives. Some of the techniques and services include energy audits, DDC/BAS design, engineering calculations (ranging from simple spreadsheet analysis to full building simulation modeling), life-cycle cost analysis, and measurement and verification.

Computrols team leverages industry standards and our 30+ years of experience for all of our energy analysis services to bring buildings to their peak efficiency. By utilizing temporary and permanently installed meters, we can make assessments and predictions on the components of a building's systems and even set up virtual metering for ongoing analysis. As a standalone service, this process is likely to generate significant returns for building owners and managers. At a bare minimum, this will provide significant insight to identify actual energy consumption on equipment that is being metered.

As for current Computrols customers, they stand to benefit even more from this kind of service because of the histories that have been accumulated from the systems installation. Based on this historical and real-time data, in addition to predictive weather data, Computrols Building Automation Software will have the ability to find where energy is being wasted and make recommendations for how the system can be better optimized.

The Computrols Research and Development team is continually utilizing advances in artificial intelligence. Over the course of the last 30 years, we have collected histories from thousands of databases. This

evolving technology enables us to identify trends in these histories from which we are able to implement intelligent algorithms into our software platforms.

Design-based, weather-adjusted, and program-specific energy software such as eQUEST, Portfolio Manager, and Payback calculators can be used during the programming phase to establish energy targets and afterward, during the schematic design phase, to study energy options.

Ideally, energy analysis solutions will pay for themselves in operating cost savings. In offices, for example, it is economically realistic to reduce energy costs from 30 to 50 percent below national averages if

an optimal mix of energy-efficient strategies is applied. Part of energy analysis services can be to help clients determine appropriate investment levels.

Today, armed with more knowledge and a better technology platform, Energy Engineers make energy analysis advantageous for building owners, managers, and occupants. In the world where energy conservation is a high priority, it is important to use all available tools to succeed.

If you are interested in learning more about Computrols Energy Analysis services, please contact us at 504-529-1413.

## Computrols Donates BAS to NAPE



Computrols is proud to have recently donated a complete Computrols Building Automation System to the National Association of Power Engineers Educational Foundation (NAPEEF). The donation included Computrols' flagship CBAS software, BACnet software driver, relays, sensors, power supply, enclosure, and an X-Line DDC Controller which is backed by Computrols' signature lifetime warranty. This system can be run on any PC and can be moved to various training locations as needed.

In addition to providing the hardware, software, and initial installation necessary for NAPE's Controls Systems Education course, Computrols has also provided preliminary training on the system and will be coordinating additional training sessions on an as-needed basis. Computrols' Business

Development Manager, Charlie Stiegler, said, "The training provided by the NAPE Educational Foundation for facility professionals provides knowledge of Building Automation Systems (BAS) that is paramount in the success of the modern day facility engineer."

The DC 1 Chapter of NAPE created NAPEEF in 1990 to provide educational courses to bring new information and technology to power engineers. Julio Herrera, Director of Education at NAPEEF, has been teaching at the school for 27 years. Herrera said, "We are revamping our building automation class and are thrilled to have a live system to work with. Our goal is for our students to be able to use what they learn here immediately on the job."

The Computrols team is eager to continue to work with the association and provide building automation support for years to come.

## New Feature in CBAS 15

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### Did you know that CBAS 15 offers a new lead/lag feature?

The concepts of Lead and Lag are simple and can save you significant wear and tear on your HVAC equipment. Computrols' CBAS 15 software now allows users to easily create Lead-Lag schedules or logic, depending on preference.

In HVAC applications, the Lead-Lag approach ensures engineers are not overusing one piece of equipment to heat or cool the building by alternating which one starts first (the Lead). For example, if you have two chillers dedicated to the building, you may want to alternate which one starts first on a daily or weekly basis to avoid placing undue stress on a single chiller.

Previously, CBAS users were able to make these changes manually through the Sequencer Editor, which could be cumbersome. As our team is always looking to simplify our solutions, we have created a feature that allows users to easily schedule when a given piece of equipment should be the Lead (the first to start) and when it should be the Lag (2nd or beyond). Users have the option to schedule this by date (i.e. alternating days, weeks, etc.) or by logic, using runtime as the defining metric. Computrols Lead-Lag feature also recognizes when a piece of equipment fails and moves it into the Lag position.

To learn more about this new feature and other ways Computrols can simplify your building automation system, please contact your Computrols sales representative.



## Testimonial

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*I have had the opportunity to become a Computrols dealer in Arkansas. I will tell you that it has been one of the most satisfying experiences in my lifetime. My customers are extremely pleased with Computrols and would not consider using any other FMS.*

*In this day and age, it is not common for a product to be so user friendly, rugged, and dependable beyond belief. I truly believe that everyone will eventually be using Computrols because it is without a doubt the best product on the market!*

**James Williams**  
Williams Mechanical Services  
Computrols Dealer