



# Newmarket

## Case Study

PROJECT TYPE: HVAC CONTROLS INTEGRATION - SIEMENS | 6 BUILDINGS (SEE BELOW) | CONTROLS CONTRACTOR: THAYER CORP. | LOCATION: NEWMARKET, NH  
BUILDINGS: TOWN HALL, POLICE STATION, FIRE STATION, PUBLIC WORKS, COMMUNITY CENTER & PUBLIC LIBRARY

### SITUATION

Greg Marles, General Manager and COO of Thayer Corp., had a pre-existing relationship with the town of Newmarket, New Hampshire and had been hearing about their frustrations with their existing Siemens system. The system spanned 6 municipal buildings in Newmarket and cost the town nearly a half million dollars to install the previous year. Although the staff was frustrated with the system and the service they were being provided, given their recent substantial investment, they felt like they had no way out.

### APPROACH

Thayer Corp. came in and offered a BACnet interface via Computrols Building Automation System. They presented their solution and a demonstration of Computrols Building Automation Software (CBAS). The town's facilities staff was instantly intrigued by the opportunity to move on from Siemens without having to start from scratch. Thayer Corp. would leverage all of the town's existing Siemens field hardware by simply adding an 8-LX controller at each site and replacing Siemens Desigo software with a CBAS front-end.

### RESULT

This approach successfully enabled the customer to leverage their existing investment while getting a superior product and service. Thayer also landed a 3 year maintenance agreement with the town for system support and upkeep and will soon be bidding on the school system which also currently utilizes Siemens.



*"Computrols integration capability is really what made this project possible. It was also the perfect way to get in the door with this customer to open up future opportunities."*

Greg Marles  
General Manager and COO  
Thayer Corp.



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