Case Study | Switch Enterprise IoT

A global technology retailer future-proofs their real estate portfolio and saves 11% on annual energy costs

The Customer

Portfolio Overview
Fortune 50 global technology corporation
Type: Retail
Size: 100+ stores
Geography: North America
Retail Employees: 250

Phase 1 Deployment
10 Retail Stores
55,000+ sq ft
5-6,000 sq ft per store

The Opportunity
Demonstrating brand power as a technology titan

An internationally renowned technology enterprise prepared to launch a new retail store design across 100+ locations in North America. As a creator of the some of the most advanced software and hardware products in the world, they challenged themselves to apply future-focused thinking to their stores' operational activities.

To cement their status as a leading innovator, the organization sought the latest, most effective building management technology. They wanted to centrally monitor, manage and control an entire retail real estate portfolio in real time, while fulfilling three key enterprise objectives:

- Become the consumer's brand of choice via quality and sustainability values
- Deliver an exceptional customer and employee experience at every store, every visit
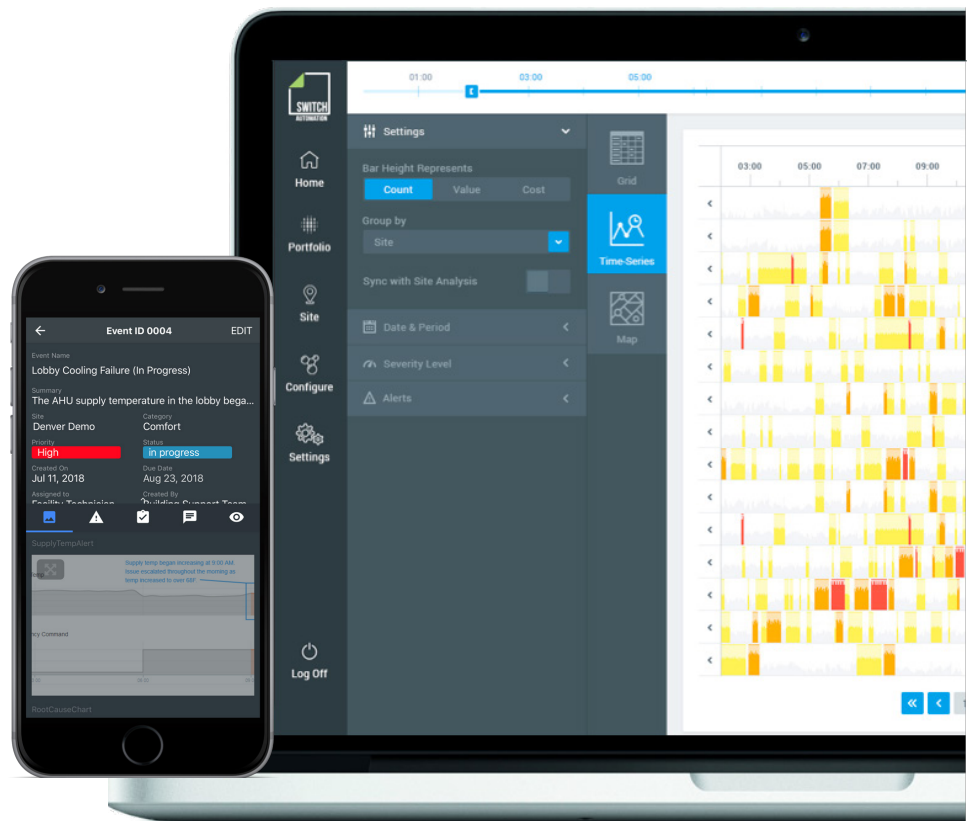- Rise above the competition through operational excellence

The Solution
Switch Enterprise IoT

By providing insight into store occupants' preferences and behaviors as well as operational performance optimization opportunities, the Switch Approach helped this organization drive fast, measurable improvements throughout their entire store experience. First, they used Switch Enterprise IoT to integrate with their:

- Server room CRAC units (HVAC)
- Lighting controls
- Work orders
- Utility data
- People counting

With these unique data sets centralized and analyzed in one place, Enterprise IoT empowered them to:

- Increase customer and employee comfort with effective systems management
- Improve employee satisfaction with store conditions and operational processes
- Reduce energy consumption and operating costs
- Reduce the number of costly, high-priority technician site visits
- Decrease time between identifying and resolving store system issues
- Extend the life of store systems by eliminating unnecessary equipment operating hours

The Results
11% annual energy cost savings identified within 3 months

During their first 3 months using Enterprise IoT, our customer identified savings opportunities totaling $57,000. This figure represents 11% of their annual energy cost across the 10 sites.

60+	190,000	$51,000
optimization opportunities uncovered	in annual run rate equipment hours avoided	in energy savings opportunities resolved

> **❝**Our brand is recognized around the world as a leader in innovative technology. We're committed to practicing what we preach in all aspects of our business, and the Switch Platform helps us manage our portfolio with the same precision, insight and care that we create our products with.**❞**

— **Retail Portfolio Manager,**
Global Technology Company

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