

# 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

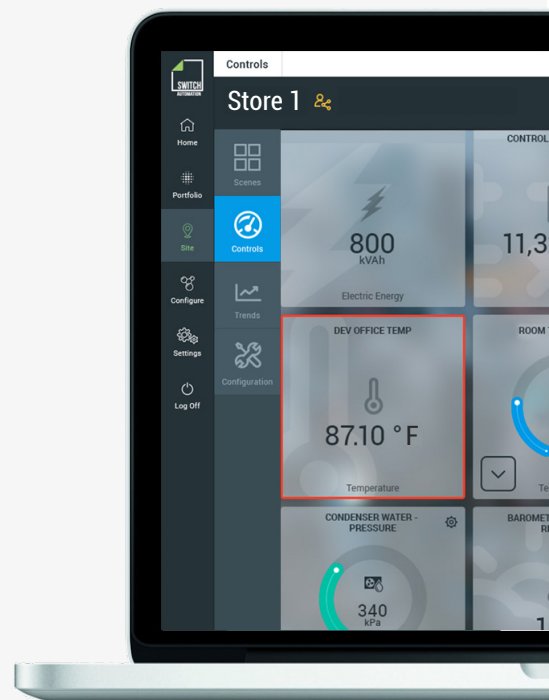
## The Opportunity

### 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 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, our customer 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



Switch Automation's Contol Feature



## The Solution

### Switch Enterprise IoT

Our customer chose to transform their organization with Switch Enterprise IoT, a comprehensive solution tailored to their specific needs. By providing insight into store occupants' preferences and behaviors as well as operational performance optimization opportunities, the Switch Approach helps our customer drive fast, measurable improvements throughout the entire store experience.

First, our customer 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+**

Optimization Opportunities  
UNCOVERED

**190,000**

in Annual Run Rate Equipment  
Hours AVOIDED

**\$51,000**

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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