

Case Study | NHP

NHP wins new business and delivers more value to existing customers by becoming a Switch Distributor



The Partner

Overview

Leading electrical engineering products company

Size: 12K+ customers and 15K+ stocked products

Industries: Commercial real estate, manufacturing, construction, defence, mining, paper & timber, processing plants, oil & gas, water & wastewater, and food & beverage

Geography: APAC

Number of Employees and Offices: 750+ employees and 45+ locations

Annual Revenue: \$400M AUD

The Opportunity

Acting on a need in the market

NHP identified the growing need for a complete energy management solution in their local markets, driven by the following factors:

- ▲ Increasing energy prices
- ▲ Tightening legislative requirements
- ▲ Continued growth within the IoT industry
- ▲ The fragmentation of legacy building systems and equipment

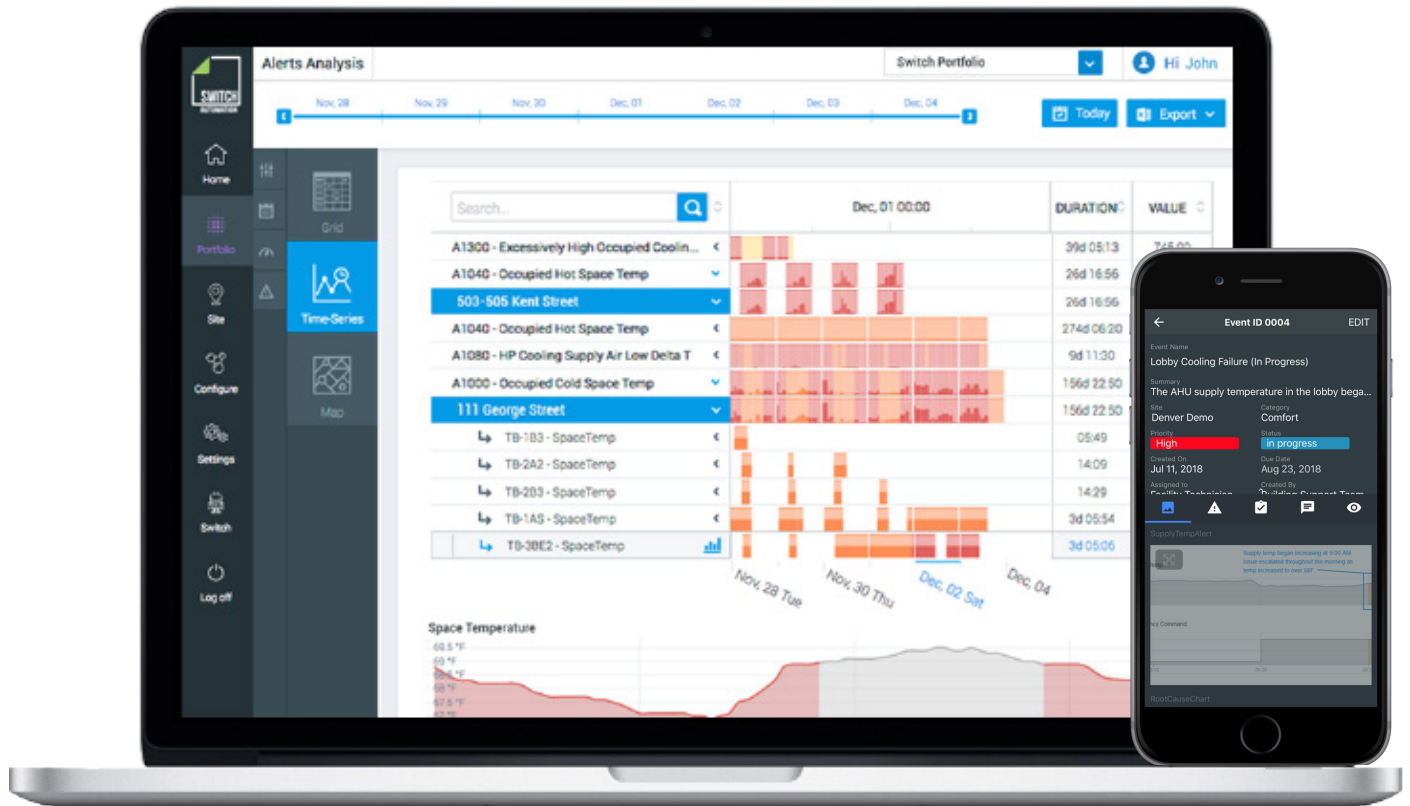
While NHP has a complete range of energy metering and IoT gateway solutions, they wanted to expand their product offerings by adding a true, end-to-end smart building platform. Specifically, NHP was looking for a platform capable of centralizing energy data and other relevant building data and presenting this information in a customizable, intuitive manner – and that's exactly what they found in the Switch Platform.

The Solution

NHP improves performance across 5 sites

To learn the ropes of the technology and prove its value, NHP decided to implement the Platform to boost building performance in 5 of their own office buildings across Australia, as well as in their national manufacturing and distribution center. They integrated various building data sources - including sub-metering systems and BMS systems. In NHP's Head Office in Richmond, they used the Platform's Smart Alerts module to identify significant energy consumption anomalies occurring during unoccupied hours of the night.

Using the Platform's powerful fault detection & diagnostics (FDD) and analytics features, NHP was able to identify the root cause of these energy consumption spikes: lighting was not being switched off after business hours in several building zones. The Platform helped them identify 47% in annual energy savings from adjusted lighting schedules for that building alone.





The Results

Bringing the leading smart building solution to NHP's customers

Having witnessed the power of the technology firsthand, NHP decided to embark on a partnership with Switch to offer NHP InfoSyte - a white label version of the Switch Platform - to their existing customers and new B2B prospects.

As a Switch Distributor, NHP is now able to deliver a true, end-to-end building optimization solution, which includes:

- ▲ Site monitoring, analysis, and trending
- ▲ Energy & sustainability management
- ▲ Fault detection & diagnostics (FDD)
- ▲ Scalability & cloud storage
- ▲ Asset management
- ▲ Engineering services

The addition of InfoSyte complements NHP's established Intelligent Power Distribution and Energy Management offerings, equipping customers with holistic solutions to achieve their specific building optimization and sustainability goals. By offering an award-winning smart building platform, NHP is now able to create significant new value for their existing customers and win new business.

// The flexibility to connect to virtually any smart device or building system together with the highly engaging and intuitive user interface really separates this platform from anything else on the market. //

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