

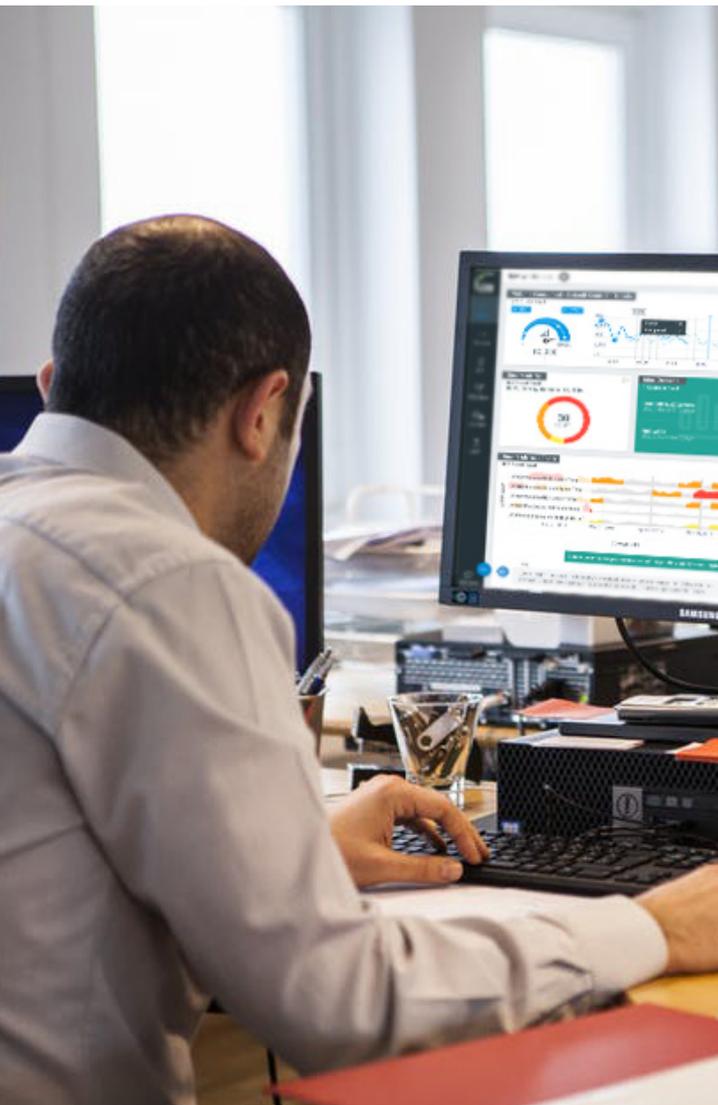


InfoSyteTM
POWERED BY SWITCH AUTOMATION

NHP | APAC Distributor

Leading electrical engineering products company wins new business and delivers more value to existing customers by becoming a Switch Distributor.

After proving out the value of the Switch technology in their own corporate real estate portfolio, NHP partnered with Switch to bring [InfoSyte](#), a white label version of the Switch Platform, to their own customer base.



The Partner

Overview

Leading distributor and manufacturer of electrical engineering products

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

Industries Served: 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

Phase 1

Deployed the Platform in **5 of NHP's corporate offices** and their national manufacturing and distribution centre

Launched InfoSyte, a white label version of the Switch Platform for NHP's customer base



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

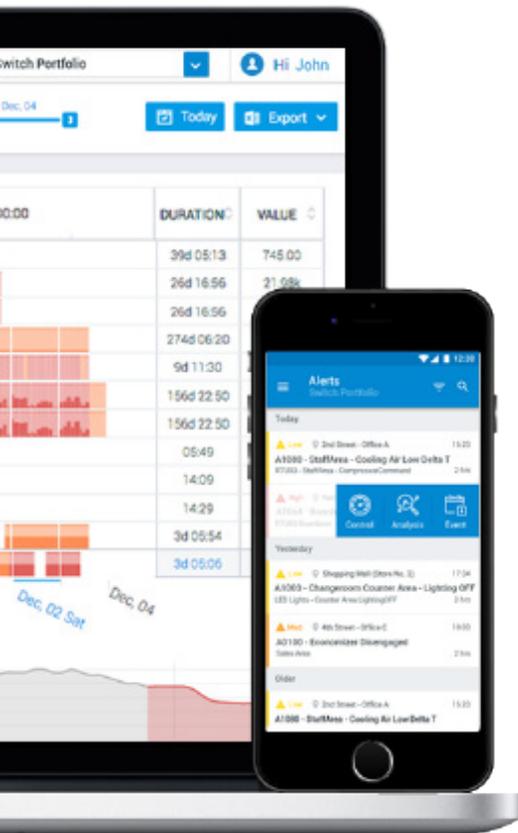
<p>Increasing energy prices</p>	<p>Continued growth within the IoT industry</p>
<p>Tightening legislative requirements</p>	<p>The fragmentation of legacy building systems and equipment</p>

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.

Proving Value in NHP's Corporate Real Estate Portfolio

To learn the ropes of the technology and prove out 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.**





Bringing the Leading Smart Building Solution to NHP's Customer Base

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

Fault detection & diagnostics (FDD)

Asset management

Energy & sustainability management

Scalability & cloud storage

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.”

Justin Charlot
Product Marketing Manager, EMCS &
Building Automation at NHP

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