

# Case Study | OXFORD

Improving operational performance to save \$160k in 3 months



## The Customer

### Overview

Global real estate owner, investor, developer and property manager

**Size:** 200+ building portfolio

**Industries:** Office, retail, industrial, multi-residential and hotel assets

**Geography:** North America, UK

**Number of Employees:** 2000+ employees

## The Opportunity

### Oxford gets connected with the Switch Platform

Oxford uses the Switch Automation Platform to help enhance their existing building operations by connecting systems and data to provide real-time visibility into building performance and implement data-driven optimization strategies. The Switch Engineering Services team helped Oxford:

#### ▲ Integrate

Install a Switch IoT appliance at sites, collect and post data to the cloud, clearly label and tag all data to gain a holistic view into building and portfolio performance.

#### ▲ Onboard

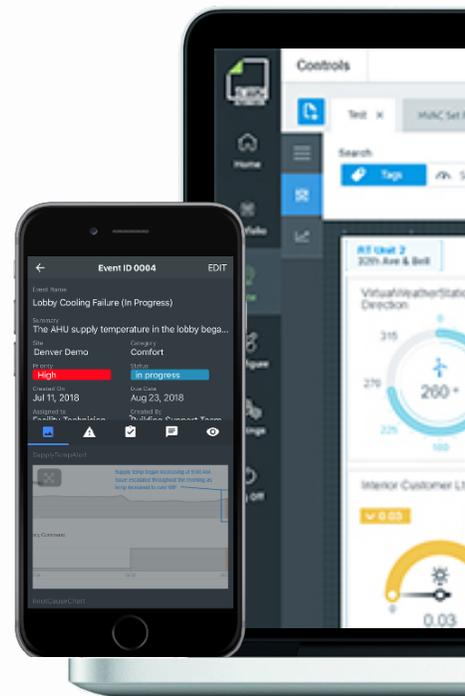
Learn how to use the Switch Platform to identify savings opportunities and streamline building management. Switch engineers provide continuing education and support via weekly meetings.

#### ▲ Deploy

Define customized Smart Alert parameters to trigger alarms when building operation deviates from expected conditions.

#### ▲ Identify & Prioritize

Analyze and filter Smart Alerts based on urgency and opportunity for cost savings. Engage vendors when appropriate to generate work orders.



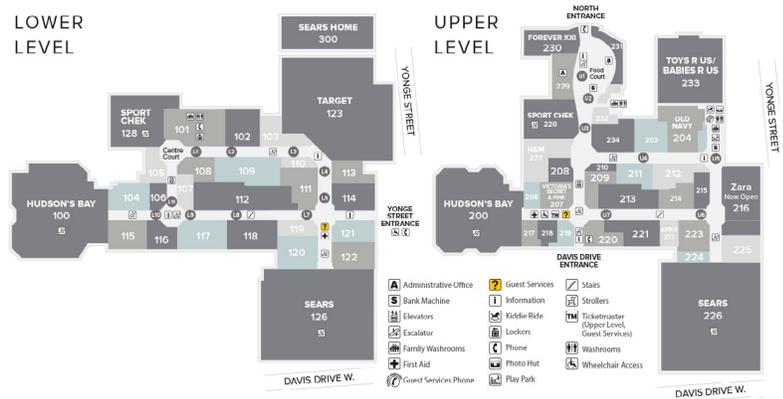
## The Solutions

### Using the Switch Platform to discover huge annual savings

Within the first three months on the Switch Platform, Oxford uncovered equipment and building optimization opportunities totaling \$160,000 in annual operating expense savings.

### Upper Canada Mall

A control failure from the BMS was causing cold space temperatures and lower-than-normal comfort index ratings (30% of the RTUs weren't heating spaces to programmed setpoints). Oxford engaged the local BMS vendor to repair impacted controllers which improved tenant comfort by 60%. Combining \$15,000+ cost savings opportunities with improvements to tenant comfort, UCM will achieve a less than two-year payback on the Switch implementation.



### WaterPark Place

Open isolation valves on the boilers was causing hot water to bypass the system, unnecessarily increasing boiler and pump energy. Oxford traced the cause to a temporary control sequence inadvertently left in place during building testing and balancing (TAB). The onsite team adjusted control sequences, which alone resulted in \$41,000 annual savings in HVAC and boiler operation. With 12 opportunities to optimize total building performance, WPP has achieved \$65,000+ in annual savings for a 1.2 year payback.



## The Results

### Scaling the Switch Platform for better portfolio performance

The opportunities identified in 3 short months at 2 sites is increasingly saving Oxford Properties operational costs and increasing team efficiency. The initial program learnings are now being replicated across the portfolio:

#### ▲ Start with the low-hanging fruit

The Switch Platform was used to conduct an initial retrocommissioning (RCx) study at both buildings to look for low-cost optimization strategies that could be implemented for immediate gains.

#### ▲ Identify building optimization opportunities and develop an action plan.

Bundled more complex opportunities into an action plan and developed a tailored scope of work to implement in a cost-effective manner.

#### ▲ Hold vendors accountable with data

Instantly validated site work using the Switch Platform, and held vendors accountable for paid work that should result in site improvements.

“If this issue had occurred 10 or 20 years ago, we would never have identified it because the tenants weren’t reporting any temperature discomfort. The Platform revealed it to us, so we could address it immediately.”

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Peter Zalewski,  
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