

# Verdant Energy Management Solutions

Trusted and installed by thousands of hotels, multifamily buildings and other commercial facilities, Verdant's energy management thermostats combine smart occupancy sensors with patented software to reduce energy consumption.

Charleston Marriott, South Carolina



# ABOUT

## The Charleston Marriott

Located in the city of Charleston, South Carolina, this full-service hotel offers stunning views on the Ashley River from its 360 rooms.

The owners and operators of the property, opted for the Verdant energy management system to reduce energy costs.



The Charleston Marriott saved over **\$34,000** in energy costs in 2019 following the installation of Verdant's energy management thermostats. The property uses a gas boiler and electric chiller for guestroom air conditioning.

Not only is the property generating savings of **\$2,839 per month** (on average) on its electric bill, it's also able to monitor daily savings through Verdant's cloud-based online management portal.

Verdant's energy management system realized a **35% reduction** in HVAC-related guestroom energy costs by setting back temperatures while guests were away from their rooms without compromising guest comfort.

These HVAC runtime reductions have also helped the property increase the longevity of their guest room fan coil units and the value of the asset.

## AT A GLANCE

Average HVAC Runtime Reduction

**35%**

Average Monthly Savings

**\$2,839**

Payback Period

**1.6 years**

Added Resale Value

**\$443,001**

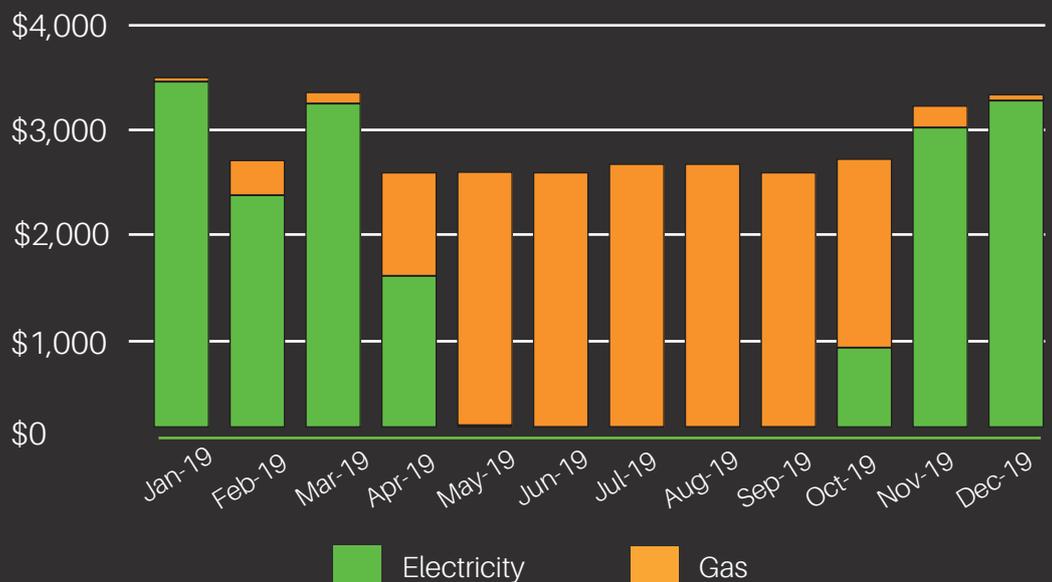
\*A typical property is valued at 13x EBITDA.

## MONTHLY ENERGY SAVINGS

12-month period

Cumulative Savings

**\$34,077**



On average, hotel guestrooms are unoccupied more than 60% of the time, even when rented, wasting energy heating and cooling empty rooms, and unnecessarily inflating electricity costs.

**That's where we come in. Our smart thermostats solve this problem by using advanced occupancy sensing technology to continuously scan the room for motion and body heat.**

When guests are present, they're given full control over room temperature. When guests leave the room, Verdant thermostats enter 'setback mode', allowing room temperatures to drift naturally by a few degrees, reducing HVAC runtimes by 40% on average.

Installing the Verdant energy management system is simple. Property staff can easily install our smart thermostats in less than 10 minutes per room.

The units then start communicating with each other wirelessly, creating a 100% wireless network that can be used by our energy experts to manage your network.

Verdant's proprietary communication protocol leverages low frequency radio waves that easily penetrate thick walls and cover long distances, eliminating the need for additional networking equipment and keeping your WIFI network free of any interference.

Most properties achieve significant annual savings on their utility bills, and a payback period between 12-18 months\*. That's thousands of dollars back in your pocket every year. It's also a significant boost to your property's overall value. That's because every dollar saved in electricity costs increases the resale value of your property by 13X\*\*, generating an incredible return on invested capital. Very few investment opportunities will offer so much upside in such a short time.

And when our own energy experts remotely manage all your thermostats using advanced cloudbased software, you get optimal savings year-round, without any involvement from your staff or discomfort to your guests.

#### Optimal Savings

Optimizes settings in real time, ensuring you get the maximum energy savings possible.

#### Fully Automated

Automates guestroom HVAC energy management at your property, without any involvement from your staff.

#### Self-Installs

Your staff can self-install each thermostat in less than 10 minutes.



Verdant ZX Smart Thermostat

#### Compatibility

Verdant thermostats are compatible with most PTACS, VTACS, split units and fan coil systems.

#### Complete Coverage

Verdant EI™ includes a complete warranty on all hardware and all software updates.

#### Quick Payback

Cuts room HVAC runtimes by 40% on average\*, and typically pays for itself in 12-18 months\*.

\*Actual savings may vary according to utility cost, climate, available rebates, and other variables \*\*Enterprise Value Multiples by Sector [http://pages.stern.nyu.edu/~adamodar/New\\_Home\\_Page/datafile/vebitda.html](http://pages.stern.nyu.edu/~adamodar/New_Home_Page/datafile/vebitda.html)

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