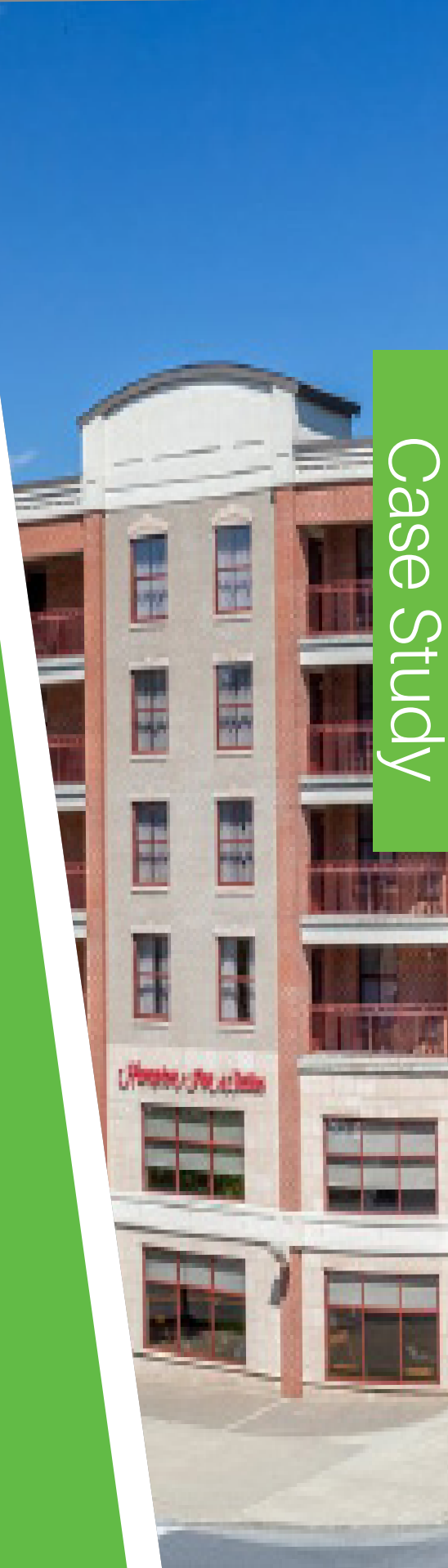


Verdant Energy Management Solutions

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

Delmonte Hotel Management



ABOUT

DELMONTE HOTEL MANAGEMENT

Located in the city of Rochester, NY, DelMonte Group has been a staple in the hospitality business for more than 45 years. DelMonte owns and operates 15 properties in New York, Pennsylvania and Ohio under the Hilton and Marriott brands.

After attending a tradeshow and discussing with his peers, Dan Duffy, Director of Engineering for DelMonte decided it was time to move to a more efficient system to control the HVAC units in the DelMonte portfolio.

Dan agreed to a free trial of Verdant's energy management thermostats – a decision that would help him validate whether Verdant's system was an ideal fit in his hotels. The trial revealed significant energy savings which were reassuring. Moreover, there were no guest complaints.

“We were able to compare four rooms with the Verdant energy savings and four rooms without it, and we were able to see some pretty good savings and runtime reductions” - Dan Duffy

Dan and his team immediately realized that Verdant thermostats were simple to install and drove significant cost savings within the portfolio. DelMonte decided to move ahead and purchase Verdant thermostats for eight of the hotels in their portfolio.



Their decision to retrofit so many hotels at once was further incentivized by generous utility rebates that were obtained with Verdant's help, sometimes covering up to 50% of the system cost.

Based on Dan's experience during the trial, the installation at each of the eight sites was handled internally by DelMonte's engineering team. When minor issues cropped up, they were promptly corrected with help from Verdant's technical support staff.

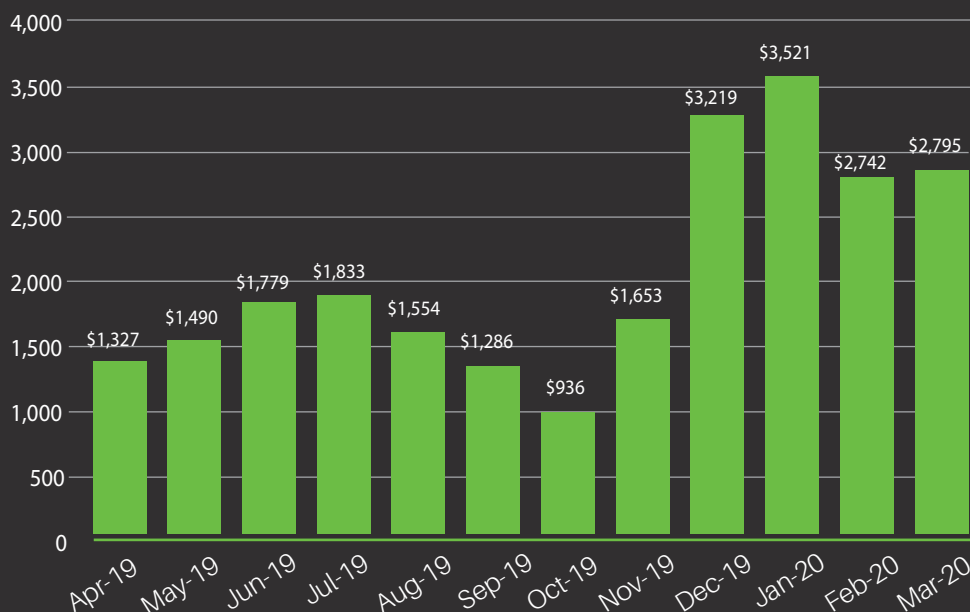
“We did all eight by ourselves with our in-house teams” - Dan Duffy

MONTHLY ENERGY SAVINGS

Calculated over a 12-month period at the Hilton Garden Inn Pittsburgh Airport, PA 118-room property

Cumulative savings for the period

\$24,136



Once online, the adoption rate of the hotel operations group was slow. Verdant collaborated with DelMonte to increase the number of people trained on the system and followed up on the hotels where adoption lagged to make sure that all operational and technical issues were resolved, and that the system was properly used by hotel staff.

In the months that followed, Dan's eight hotels were achieving positive results similar to his initial trial period, and while those results were more than satisfactory, Dan wondered if there might be ways to achieve even greater savings. It was around this time that Verdant had launched **Verdant EI™**, its energy management as a service offering. Dan was curious to understand if an already-optimized system could be further fine-tuned. The answer was a resounding yes. Migrating to the **Verdant EI™** service was a big step for DelMonte, but after seeing positive results in their eight hotels, they had confidence that **Verdant EI™** would not disappoint. This time, the challenge was changing the way the hotels had been doing things for so long.

Instead of DelMonte staff needing to worry about optimizing energy savings, Verdant's energy management experts would be doing this on their behalf.

The savings were better than expected. The key factor for this successful implementation was recurring communication between DelMonte and Verdant. As issues arose, they were quickly corrected, reassuring DelMonte that **Verdant's energy management experts were on top of things.**

The close relationship between Verdant and DelMonte Hotel Group persists to this day. The **continuous communication** between both groups has even resulted in **important features and upgrades** that have already been deployed with Verdant's online portal and mobile app, further improving overall savings.

RESULTS

Payback
Period

8
months*

Average HVAC
Runtime
Reduction

51%

Average
Monthly
Savings

\$2,011

Average
Monthly
Savings/room

\$17

*payback period calculation based on a 50% utility rebate & excluding the cost of Verdant EI™ service.

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