QUALITY BUILDING TEAM

Harnessing the Power of Technology for Building Operations

April 6, 2016

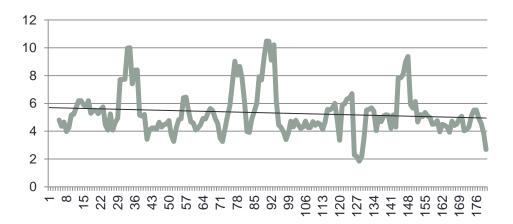
Presenters: Jack Hole, Partner, Haakon HVAC Services Rick Rolston, President & Founder, BuiltSpace Technologies





Lots of Talk About IT, OT & IoT

It all comes down to using information to save time and/or energy/water...



We are here today, to hopefully answer some of <u>your</u> questions!



Hours Per Work Order

What is the Internet of Things?



It all comes down to using information to save time and/or energy/water...we need to measure services delivery as much as systems. Source: IoT Reference Model (Cisco, IBM, Intel, World IoT Forum 2014)



Better Operational Processes

Across Enterprise Boundaries

Enterprise FM field solutions usually only manage enterprise workflow, leaving other stakeholders outside of core FM processes.

This creates "broken" FM processes with high administrative costs, and lost information quality.



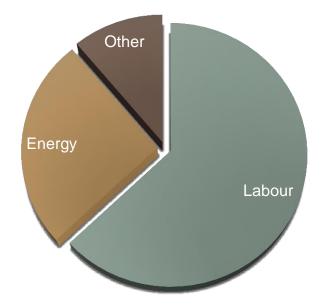
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	Vancouver Island - Sen 759 B VANALMAN VICTORIA, BC V82 3E Tel: 800-861-1626 Fax: 250-414-7520 License:		ł								Page 2	of 4		
			Quan	tity			Parte				Desc	riptio	n	_
FIELD REPORT			ır?											
Location Name UPTOWN CENTRE 3599 DOUGLAS STREET Victoria, BC V82 3L6	Service Call 14-7038649													
Contact/Phone	Account M	anager	L											
Scope Description Troubleshoot CRU-16 VFD	Sales Folio Reason:	w -up Required? No	Ļ											
Scope Complete? No	Heason:			Mobilization			W		т г.		Ove		-	mium
Mod#/Ser#/Mig/Tag# 174245999, 163004YJ341, Trane, CRU 16 P-2			m	h m 0 0		m 0	Tin h			Straight Time h m 0 0	Time h		Tim h	
WORK PERFORMED: Date: 10-20-2014			_											
Work Activity:			Cu	istomer PO:	per To	nicha em	ail		Tec	chnician	Name :	Holla	ind, D	aniel
Quality Task Code:			Sig	gnature Ava	ilable	false		Re	ason	: Custo	mer No	t Avail	able	
Sample Taken: No Work Performed Details: Sourced out power supply and locked out. Disas: new boards to unit. Restarted in manual mode. un serial #163004yj341 marerial #174z4599	embled VFD and replaced boards as necessa it ok. Left in automatic mode.Arranged old boo	ry. Reassembled and programmed ands to be returned. Cru 16 P-2	art of	f the terms (of this (documer	ıt							
Tasks Performed:														
PARTS MATERIALS														



What if We Could Measure Real-Time Operating Costs and Services Delivery?

Million Sq.Ft. Portfolio

Typical Operating Cost	\$
Labour (In-house & Contract)	\$1,200/hr
Maintenance/Repairs	\$360/hr
Energy Consumption	\$240/hr
Field Service	\$90+/hr



■Labour ■Energy ■Other

Can we make our buildings more efficient?



Case Study – Uptown Village

Norguard

- Digital O&M Manual
- Real-Time Visibility to Service Interventions



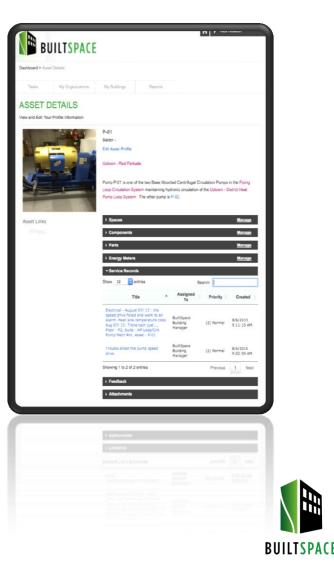


Better Information Available Anywhere

Everything in one place

- •Easy to Use
- •Navigate through buildings from anywhere
- •Interactive description of equipment and systems, with supporting documents
- •Complete service history
- •Standardized safety & service procedures
- •Capture equipment and condition
- •Digital transactions
- •Operations & maintenance metrics/reporting

Secure , Access "by invitation"

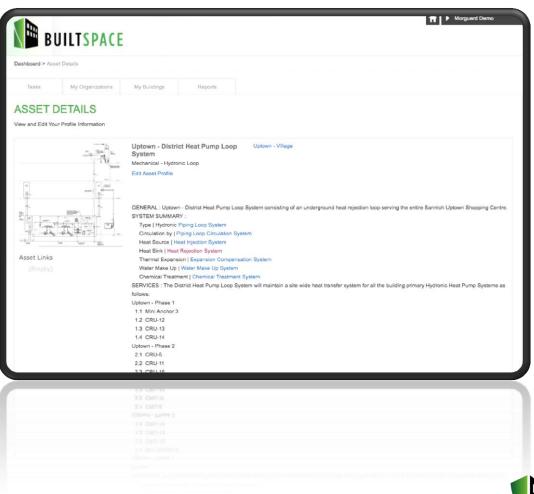


Knowledge Transfer

Interactive Digital Operations & Maintenance

Connected to the Equipment by Asset Tag







Visibility To Service Interventions

	BUILT	SPACE			WEST BAY							f	Morguard I	Demo
ishboard	> Uptown > Asse	ts												
Home	E	Buildings	Users	Sent Docum	nents Floor	Plans								
As	set Groups	o ^o s	ervice Records											
tal Numt	OWN BLVD - CR per of Assets: 78	U11 (UNDER CONT	(RACT)									Sec	arch:	
Edit	Item Name	Description	\$ Make	Model	Serial Number	Category	Building	Installation Date	🔷 Status 👌	Parent ØWnee By	d 🍦 Managed By	Last Task	Task By 🔻	New Tasks (90d)
>	CRU11 HP- 90	Heat Pump	Trane	GEHE0363	W11L21230	Heat Pump	Uptown - CRU- 11	2012-11-09	Operating		Morguard Investments - Victoria	2016-03- 31	John Doe	2
/	CRU11 HP- 01	Heat Pump	Trane	GEHE0425	W11L21227	Heat Pump	Uptown - CRU- 11	2012-11-09	Operating		Morguard Investments - Victoria	2016-02- 22	Bryan Truong	2
>	CRU11 HP- 02	Heat Pump	Trane	GEHE0363	W11L21228	Heat Pump	Uptown - CRU- 11	2012-11-09	Operating		Morguard Investments - Victoria	2016-02- 22	Bryan Truong	2
>	CRU11 HP- 03	Heat Pump	Trane	GEHE0243	W11L21231	Heat Pump	Uptown - CRU- 11	2012-11-09	Operating		Morguard Investments - Victoria	2016-02- 16	Bryan Truong	1
>	CRU11 HP- 09	Heat Pump	Trane	GEHE0485	W11L21623	Heat Pump	Uptown - CRU- 11	2012-11-09	Operating		Morguard Investments - Victoria	2016-02- 16	Bryan Truong	1
>	CRU11 HP- 10	Heat Pump	Trane	GEHE0485	W11L21606	Heat Pump	Uptown - CRU- 11	2012-11-09	Operating		Morguard Investments - Victoria	2016-02- 16	Bryan Truong	1
/	CRU11 HP- 11	Heat Pump	Trane	GEHE0605	W11L21243	Heat Pump	Uptown - CRU- 11	2012-11-09	Operating		Morguard Investments - Victoria	2016-02- 16	Bryan Truong	1



Standardized Procedures

Deployed across properties and service providers, allowing benchmarking of service interventions.

PM EQUIPP General Inforr Building Uptown - CR Address 3680 Uptown Boule Date February 1, 20	mation U-16	CHECKLIST		Save
Building Uptown - CRI Address 3680 Uptown Bouler Date February 1, 20	U-16			
Uptown - CRI Address 3680 Uptown Bouler Date February 1, 20				
Address 3680 Uptown Boules Date February 1, 20				
3680 Uptown Bouler Date February 1, 20				Ŧ
Date February 1, 20	vard Mictoria	British Columbia		
February 1, 20	rard, victoria,	Time		
	16	8:37 AM		
Select Contact Person		0.077.144		
		*		
Asset Name		Editing asset or part	information below will	update the database when the form is saved.
CRU16 HP-3	1			(۵
Make	Model	Se	rial Number	Ŷ
Trane	GEHE03		V11K20310	
Description				
Heat Pump				
Physical Location		Service Locatio	n	
309		\$ 0		•
Parts Information				Show Part(s)
Checklist				
Heat Pump (3	mo)			÷
Inspection(s)				& No Issues Found
R 1 Repl	ace filters			
Go	bot	Repaired/Replaced	Monitor	Quote Repair

and the second				1.10	
	WEST BAY			ħ	Morguard Demo
Dashboard > Uptown > PM Equipment Checklist					
Home Buildings Users Se	nt Documents Floor Plans				
PM EQUIPMENT CHECKLIST					
Add new item					
Name	Modified	Modified By	Building	Asset Name	No of Issues
2016-02-01 - Uptown - CRU-16 - CRU16 HP-31	2/1/2016 8:38 AM	Bryan Truong	Uptown - CRU-16	CRU16 HP-31	0
2016-02-01 - Uptown - CRU-16 - CRU16 HP-32	2/1/2016 9:47 AM	Bryan Truong	Uptown - CRU-16	CRU16 HP-32	0
2016-02-01 - Uptown - CRU-16 - CRU16 HP-33	2/1/2016 9:23 AM	Bryan Truong	Uptown - CRU-16	CRU16 HP-33	0
2016-02-01 - Uptown - CRU-16 - CRU16 HP-34	2/1/2016 9:08 AM	Bryan Truong	Uptown - CRU-16	CRU16 HP-34	0
2016-02-01 - Uptown - CRU-16 - CRU16 HP-37	2/1/2016 10:10 AM	Bryan Truong	Uptown - CRU-16	CRU16 HP-37	0
2016-02-01 - Uptown - CRU-16 - CRU16 HP-38	2/1/2016 3:08 PM	Bryan Truong	Uptown - CRU-16	CRU16 HP-38	0
2016-02-01 - Uptown - CRU-16 - CRU16 HP-39	2/1/2016 3:15 PM	Bryan Truong	Uptown - CRU-16	CRU16 HP-39	0
2016-02-01 - Uptown - CRU-16 - CRU16 HP-40	2/1/2016 4:09 PM	Bryan Truong	Uptown - CRU-16	CRU16 HP-40	0
2016-02-01 - Uptown - CRU-16 - CRU16 HP-41	2/1/2016 10:33 AM	Bryan Truong	Uptown - CRU-16	CRU16 HP-41	0
2016-02-01 - Uptown - CRU-16 - CRU16 HP-42	2/1/2016 11:03 AM	Bryan Truong	Uptown - CRU-16	CRU16 HP-42	0
2016-02-01 - Uptown - CRU-16 - CRU16 HP-44	2/1/2016 3:29 PM	Bryan Truong	Uptown - CRU-16	CRU16 HP-44	0
2016-02-01 - Uptown - CRU-16 - CRU16 HP-45	2/1/2016 3:01 PM	Bryan Truong	Uptown - CRU-16	CRU16 HP-45	0
2016-02-01 - Uptown - CRU-16 - CRU16 HP-47	2/1/2016 1:15 PM	Bryan Truong	Uptown - CRU-16	CRU16 HP-47	0
2016-02-01 - Uptown - CRU-16 - CRU16 HP-48	2/1/2016 1:25 PM	Bryan Truong	Uptown - CRU-16	CRU16 HP-48	0
2016-02-01 - Uptown - CRU-16 - CRU16 HP-49	2/1/2016 11:26 AM	Bryan Truong	Uptown - CRU-16	CRU16 HP-49	0
2016-02-01 - Uptown - CRU-16 - CRU16 HP-50	2/1/2016 10:48 AM	Bryan Truong	Uptown - CRU-16	CRU16 HP-50	0
2016-02-01 - Uptown - CRU-16 - CRU16 HP-51	2/1/2016 12:00 PM	Bryan Truong	Uptown - CRU-16	CRU16 HP-51	0
2016-02-01 - Uptown - CRU-16 - CRU16 HP-52	2/1/2016 12:12 PM	Bryan Truong	Uptown - CRU-16	CRU16 HP-52	0
2016-02-01 - Uptown - CRU-16 - CRU16 HP-53	2/1/2016 11:49 AM	Bryan Truong	Uptown - CRU-16	CRU16 HP-53	0
2016-02-01 - Uptown - CRU-16 - CRU16 HP-54	2/1/2016 11:17 AM	Bryan Truong	Uptown - CRU-16	CRU16 HP-54	0
2016-02-01 - Uptown - CRU-16 - CRU16 HP-55	2/1/2016 11:38 AM	Bryan Truong	Uptown - CRU-16	CRU16 HP-55	0
2016-02-02 - Uptown - CRU-16 - CRU16 HP-1	2/2/2016 3:42 PM	Bryan Truong	Uptown - CRU-16	CRU16 HP-1	0
2016-02-02 - Uptown - CRU-16 - CRU16 HP-15	2/2/2016 12:51 PM	Bryan Truong	Uptown - CRU-16	CRU16 HP-15	0
2016-02-02 - Uptown - CRU-16 - CRU16 HP-17	2/2/2016 10:57 AM	Bryan Truong	Uptown - CRU-16	CRU16 HP-17	0
2016-02-02 - Uptown - CRU-16 - CRU16 HP-19	2/2/2016 11:18 AM	Bryan Truong	Uptown - CRU-16	CRU16 HP-19	0



Measure & Verify Service Costs

What should it cost? Did the work get done?

BuiltSpace, for the first time, provides measurement and verification of service intervent



Title			Details	Created I	Date	Modified Date	Due Date	Created By	S	atus	Priority
CRU4 HP	-06 - Replace filters - Rep	aired/Replaced	One 20x30x2, no	tag	02-17-16	02-17-16		Bryan Truong	c	osed	(2) Norma
	IP-39 - Replace filters - Re		One 20x25x2		02-17-16	02-17-16		Bryan Truong	c	osed	(2) Norma
-	IP-40 - Replace filters - Re		One 21x30x2		02-17-16	02-17-16		Bryan Truong	c	osed	(2) Norma
	IP-01 - Replace filters - Re		One 19x28x2		02-16-16	02-16-16		Bryan Truong	c	osed	(2) Norma
-	IRV-02 - Replace filters - R				02-16-16	02-16-16		Bryan Truong	c	osed	(2) Norma
	IP-02 - Replace filters - Re		One 19x28x2		02-16-16	02-16-16		Bryan Truong		osed	(2) Norma
-	IP-03 - Replace filters - Re		One 18x24x2	_	02-16-16	02-16-16		Bryan Truong	-	osed	(2) Norma
	IP-05 - Replace filters - Re		One 21x30x3		02-16-16	02-16-16		Bryan Truong		osed	(2) Norma
-	IP-10 - Replace filters - Re		One 20x30x2		02-16-16	02-16-16		Bryan Truong	-	osed	(2) Norma
	IRV-03 - Replace filters - R				02-16-16	02-16-16		Bryan Truong		osed	(2) Norma
	IP-09 - Replace filters - Re		One 20x30x2		02-16-16	02-16-16		Bryan Truong		osed	(2) Norm
	IP-11 - Replace filters - Re		One 20x30x2		02-16-16	02-16-16		Bryan Truong		losed	(2) Norm
	IRV-04 - Replace filters - R				02-16-16	02-16-16		Bryan Truong		losed	(2) Norma
	IP-12 - Replace filters - Re	and the second sec	One 20x30x2		02-16-16	02-16-16		Bryan Truong		osed	(2) Norm
	IP-12 - Replace filters - Re		One 20x30x2		02-16-16	02-16-16		Bryan Truong	-	losed	(2) Norma
	IRV-05 - Replace filters - R				02-16-16	02-16-16				osed	(2) Norm
	IP-14 - Replace filters - Re		One 20x30x2		02-16-16	02-16-16		Bryan Truong Bryan Truong	-	osed	(2) Norm (2) Norm
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	IP-15 - Replace filters - Re		One 20x30x2		02-16-16	02-16-16		Bryan Truong	-		(2) Norm
	IRV-06 - Replace filters - R				02-16-16	02-16-16		Bryan Truong		osed	(2) Norm
TTOP	Replace filters - Re Replace filters - Re	paired/Replaced	One 20x30x2		02-16-16	02-16-16		Bryan Truong	-	osed	(2) Norm
			One 18x25x1, 8' t	hen	02-15-16	02-15-16		Bryan Truong		osed	(2) Norm
	IRV-07 - Replace filters - R				02-15-16	02-15-16		Bryan Truong	-	osed	(2) Norm
	IP-18 - Replace filters - Re		One 19x26x2		02-15-16	02-15-16		Bryan Truong		osed	(2) Norm
	IP-17 - Replace filters - Re		One 19x26x2		02-15-16	02-15-16		Bryan Truong	-	osed	(2) Norm
	-02 - Replace filters - Rep		One 19x26x2		02-15-16	02-15-16		Bryan Truong		osed	(2) Norm
	-20 - Replace filters - Reparent		One 20x30x2		02-15-16	02-15-16		Bryan Truong	-	osed	(2) Norm
	-18 - Replace filters - Reparent -18 - Replace filters - Replace filters - Reparent -18 - Replace filters - Replace filters - Reparent -18 - Replace filters - Rep		One 20x30x2		02-15-16	02-15-16		Bryan Truong		osed	(2) Norm
	-19 - Replace filters - Reparent		One 20x30x2		02-15-16	02-15-16		Bryan Truong		losed	(2) Norm
	IP-26 - Replace filters - Re		Three 20x25x1		02-15-16	02-15-16		Bryan Truong		osed	(2) Norm
CRU14 H	IP-28 - Replace filters - Re	paired/Replaced	Three 20x25x1		02-15-16	02-15-16		Bryan Truong	C	osed	(2) Norm
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	Uptown - CRU-11	Uptown - CRU	12 8 2	3 5 5		3 14 14	2	3		1 14 14 3	22 16 22 14 11 17 3 13 13 19 19



Direct Digital Exchange

Quotes, approvals & invoices can be exchanged digitally.

Invoices from all service providers available as documents and data for integration into ERP.

	le ctric	L	ighting Repor	t
Quotation	Job Location:		Date 2016-02-25 (This quote is valid for 30	Quote # QU-10001 days only)
Morguard (Uptown)	Uptown - Red Parkade Victoria, British Columbia			
Asset Name DHW-01	Make and Model Rheem EG85-C-45	Serial No.	Building Uptown - Red Pa	irkade
WO - 16031 sdfasdfasdf				Coucte Rate
Asset Name HE - 16001 - Uptown - Red Par High lift lights in Red Parkada (t Asset Name TB Lighting Fixtures (Parkade)		Serul No. –	Building Uptown - Red Pa Building Uptown - Red Pa	Quote Tate
				Guote Rate
WO - 16026				
WD = 16026 Our quotes do not include (unless otherwit • Repairs to existing equipment unles	ss specifically noted above.		Subtotal:	
WO - 16026 Our quotes do not include (unless otherwis	ss specifically noted above. hours unless specifically noted above.		Subtotal: G.S.T. Total: Total:	\$.0 \$.0 \$.0
WO - 16026 Our guotes do not include (unless otherwit In Repairs to existing equipament unless Labour outside of regatar avoiring N - Any cests associated with hear-dou	ss specifically noted above. hours unless specifically noted above.	-	G.S.T. Total:	\$.0
WO - 16026 Our guotes do not include (unless otherwit In Repairs to existing equipament unless Labour outside of regatar avoiring N - Any cests associated with hear-dou	ss specifically noted above. hours unless specifically noted above.		G.S.T. Total:	\$.

Dashboard >	Morgu	ard Investm	nents - Victo	ria > Invoid	285										
Home		Buil	ldings		Users	Invoices		Quotes	Dispatch Boar	d PM Cale	ndar	Inspections			
INVOI	CES	3													
View: All D	ocumen	ts ᅌ Ad	Id New:		0										2
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12 12					2016-03-04 en centre le		Houle E	lectric	Outstanding Outstanding	\$315. \$1,891.		5 337.05 5 1985.55	3/4/2016 1:01 PM 1/12/2016 2:42 PM	Rick Rolston Rick Rolston	
1			306232 wa						Outstanding	\$969.		5 1017.45	1/12/2016 2:42 PM	Rick Rolston	

Case Study - BC Legislature



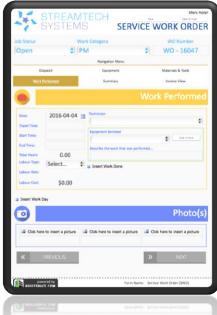
By Ryan Bushby (HighInBC) (Own work) [CC BY 2.5 (http://creativecommons.org/licenses/by/2.5)], via Wikimedia Commons

A platform solution that can be applied to any building, old or new.



Integrated Service Management

Each FM and service team can now schedule and dispatch preventative maintenance and emergency service calls, **even to each other!**

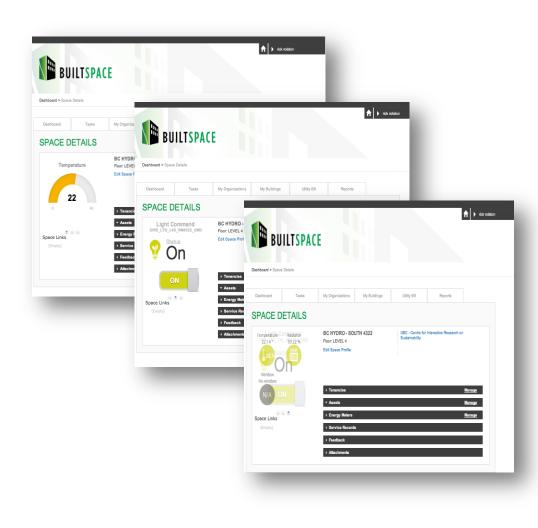




Each intervention is digitally recorded & measured, allowing real-time control of operating costs.



Case Study – UBC CIRS





The Inhabitant Interface at UBC CIRS provides real-time control of workspace environment for occupants, and community interactions, from their desktop.



Case Study - HVAC Services

Example: HVAC Services (2015, 2,322 WO)

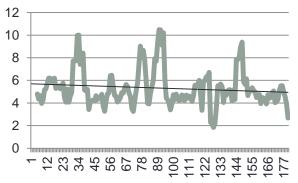
~17 % (1 hour) decrease in hours/WO with corresponding increase in number of daily work orders, with ~14 % increase in revenues

Delivered direct savings of over \$100 per work order (17% reduction in labour costs)

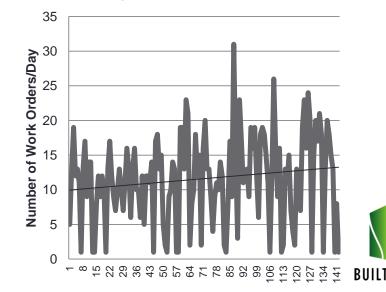
Available for the next job (on average) 1 hour sooner!

Additional savings accrued to both service provider and his customers, as a result of digital data exchange, and reduced administration.

Hours Per Work Order



Daily Work Orders



You are Invited...

If you are seeing these labels in your mechanical/electrical rooms, your service providers are already collecting digital service records.

We can help you work together with your preferred partners.





THANK YOU



For further information please contact:

Rick Rolston, CEO BuiltSpace Technologies Corp. Suite 505-1281 West Georgia Street, Vancouver BC Canada

Rick@builtspace.com Direct: (604)398-6035



