

**Gardiner.**

**Creating a Proactive Facility.**



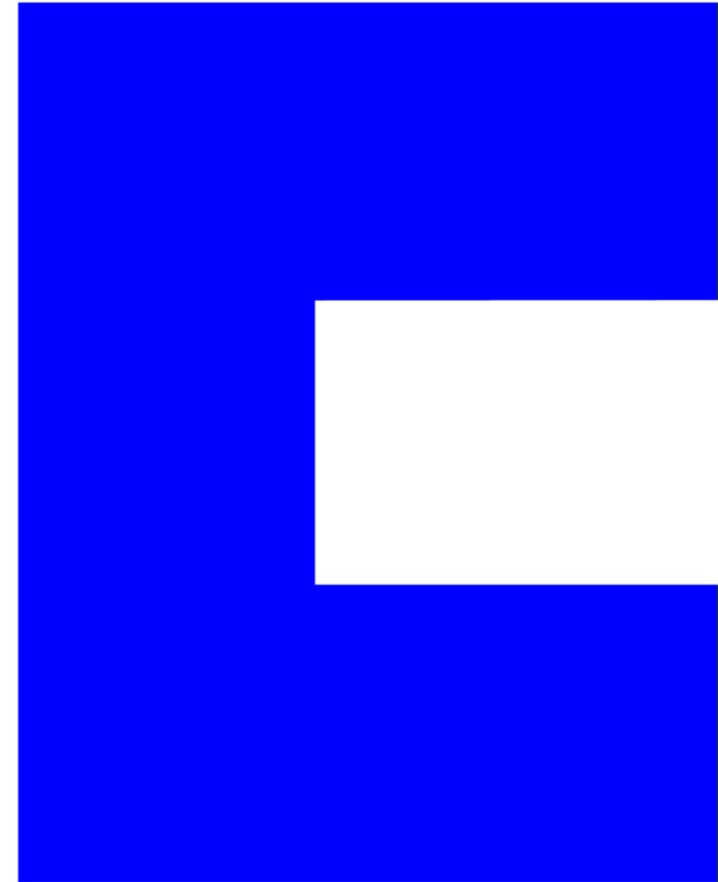


# Presenters

Michael Mandilakis – Director of Data Services

Matthew Montgomery – Director of Automation Sales

Ronald Cordaro – Solution Sales





# Presenters

## **Data Analytics:**

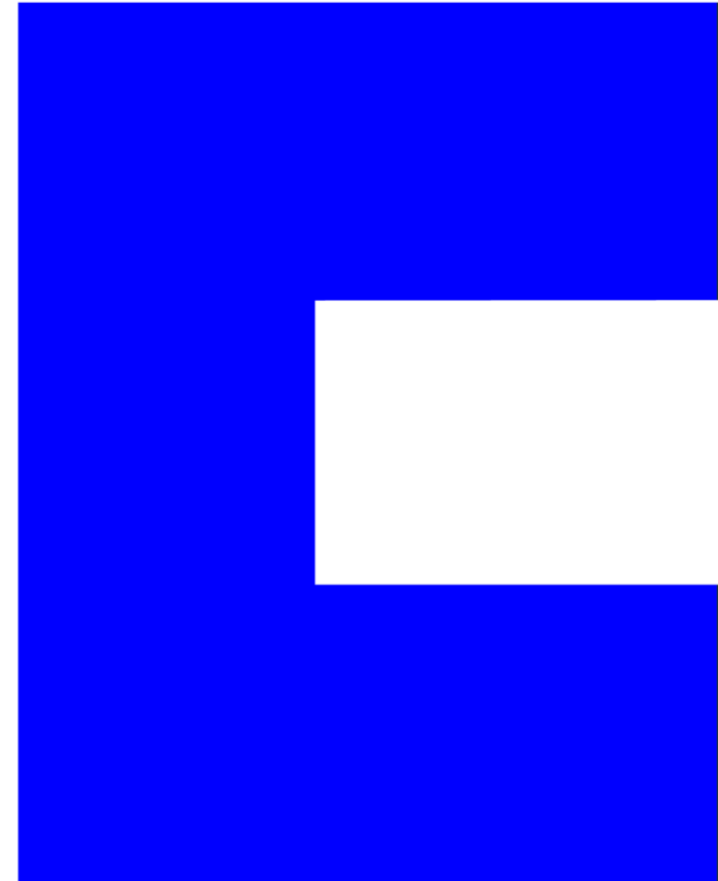
Michael Mandilakis – Director of Data Services

## **Building Automation:**

Matthew Montgomery – Director of Automation Sales

## **Capital Improvements:**

Ronald Cordaro – Solution Sales



# How we help.

Smarter Systems, Compliant Spaces,  
Total Support.

- Integrated HVAC, Automation & Controls to streamline operations
- 24/7 Service, Parts & Rentals for critical uptime
- Data-driven insights with Data Services
- Tailored funding solutions to move projects forward



# Data Services

## Powering Proactive Buildings

Data + Service — that's how we cut through the noise to help you:

- Reduce energy waste
- Improve building comfort
- Make smarter, faster maintenance decisions.

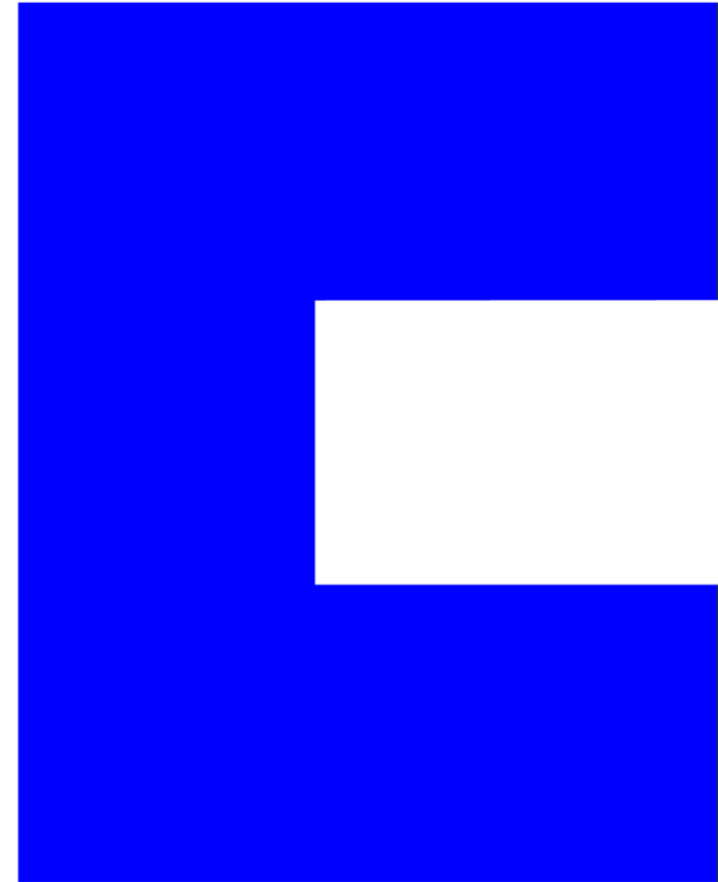
The culmination of your Building Automation investment — now fully unlocked through predictive fault detection, root cause analysis, and clear, actionable insights.





# Data Analytics

Michael Mandilakis





# Step by Step Review of Compliance Response Approach.

## Traditional Approach (Respond to Issue)

- BAS Alarm, Clinical Observation or Compliance Notice
- Investigate, Diagnose, Action Plan, Execute, Validate

## Data Analytics Approach (Before Issue Arises)

- Detect, Diagnose, Action Plan
- Execute, Validate

# Smarter Operations.

Saving time, tracking  
impact.

## Operational efficiency

- Reduce time spent by staff to investigate issues
- Provide data driven steps to resolve

## Trackability of information

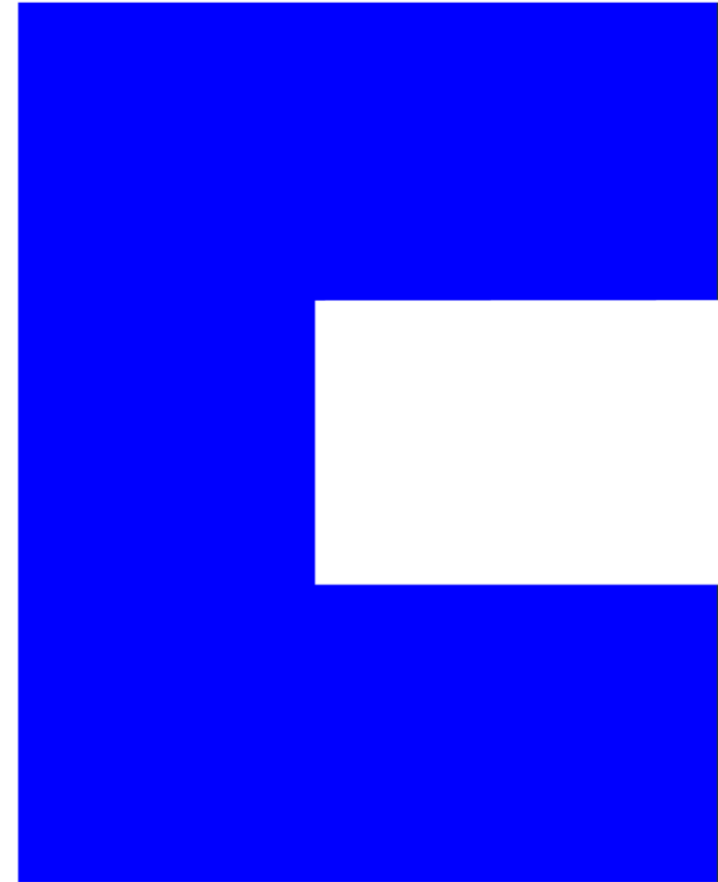
- Ability to assign responsibility
- Track financial impact associated
- Confirm resolution





# Building Automation.

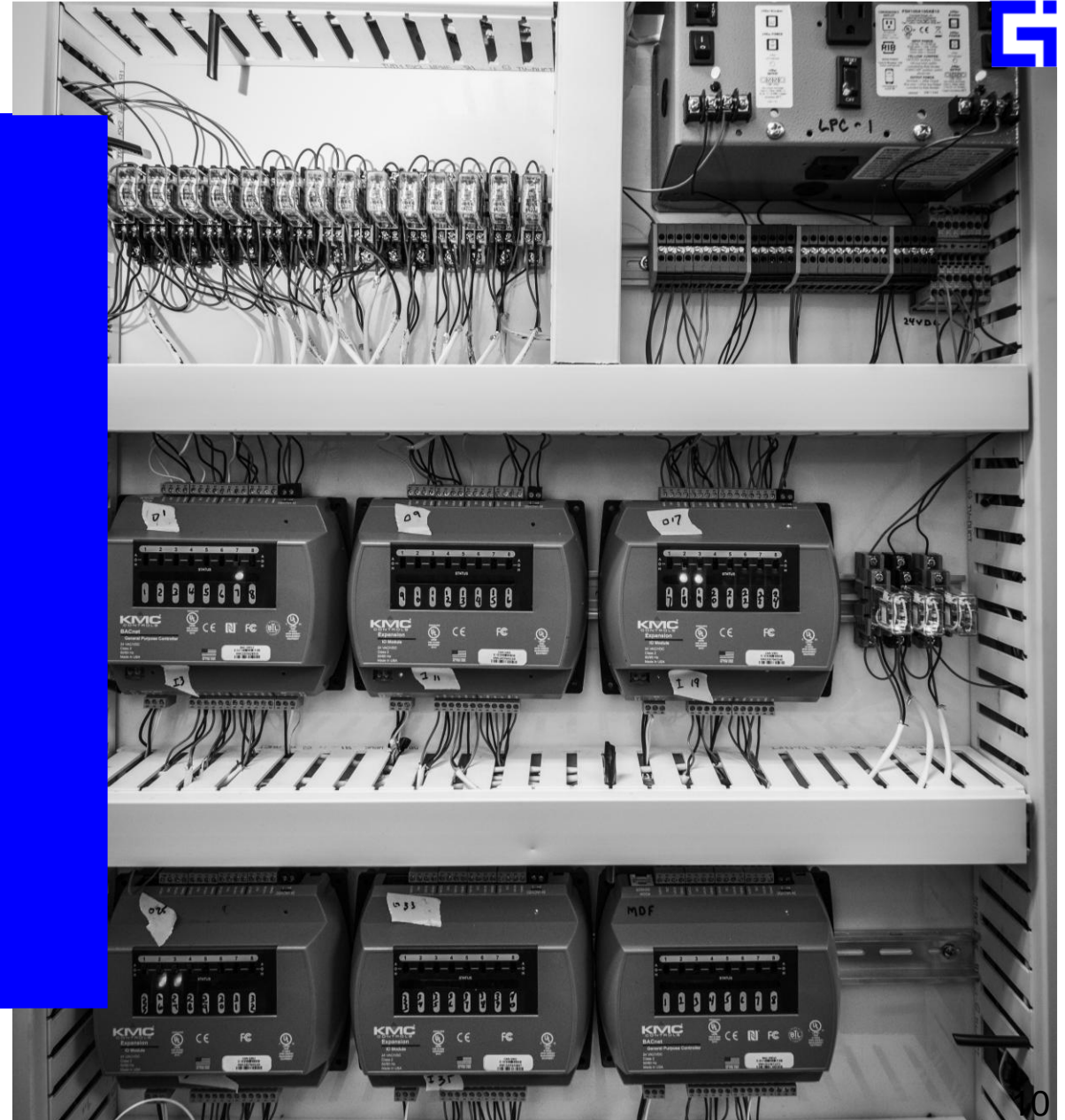
Matthew Montgomery



# The Business End of Proprietary Vs.

**Open** a truly open  
system?  
Brand agnostic approach

- KMC Controls
- VYKON by Tridium
- Distech Controls
- Facility Explorer by Johnson Controls



# Total Facilities Management.

One partner, complete confidence.

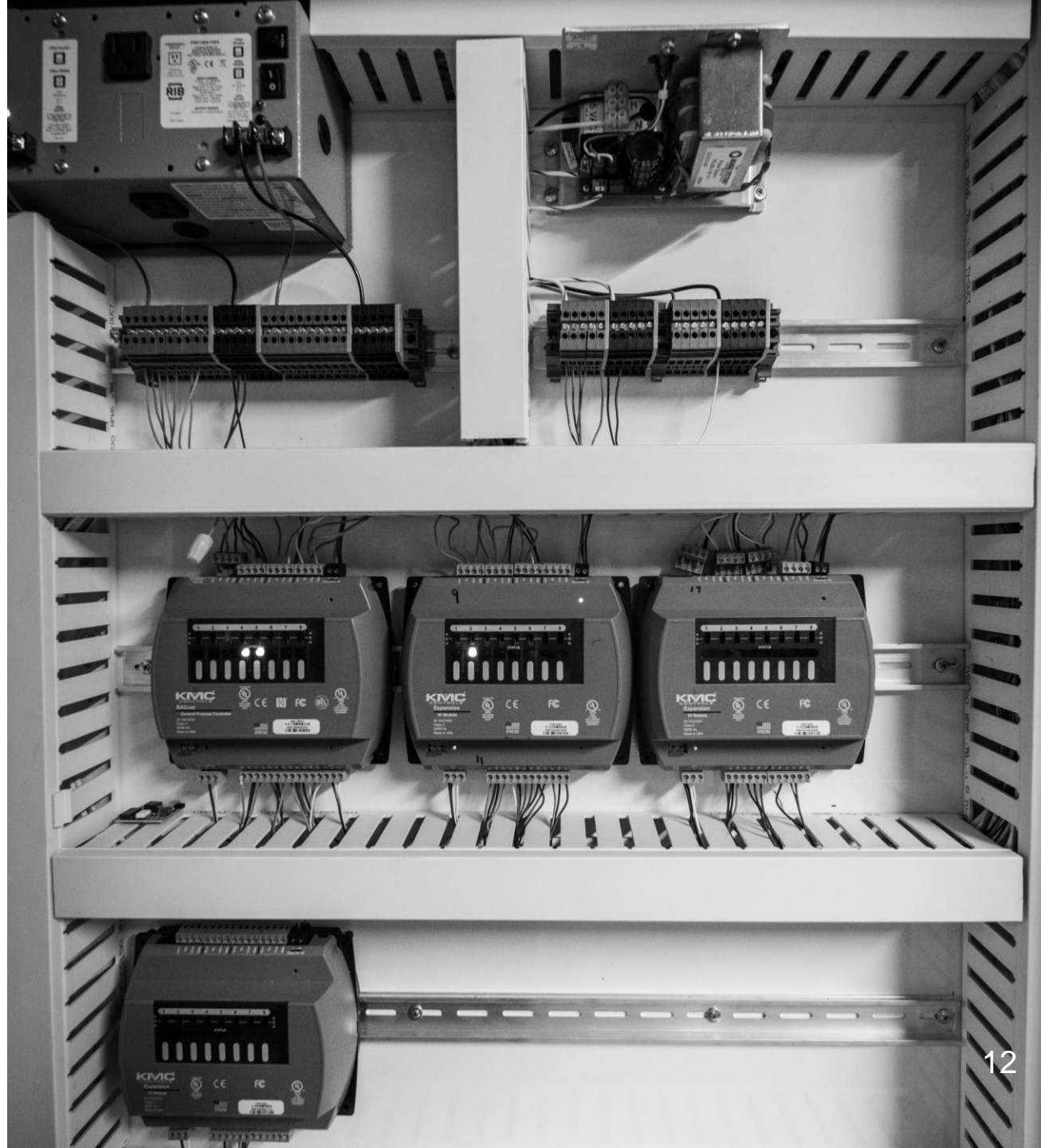
- HVAC
- Lighting
- Access Control
- Elevator
- Guest Management
- Energy Management
- Indoor Air Quality
- Fire Suppression
- Police/Medical



# Extend. Evolve. Optimize.

Breathing new life into  
your old automation  
system.

- Modernize your existing controllers
- Enhance functionality, security, and system life



# Wireless Technology.

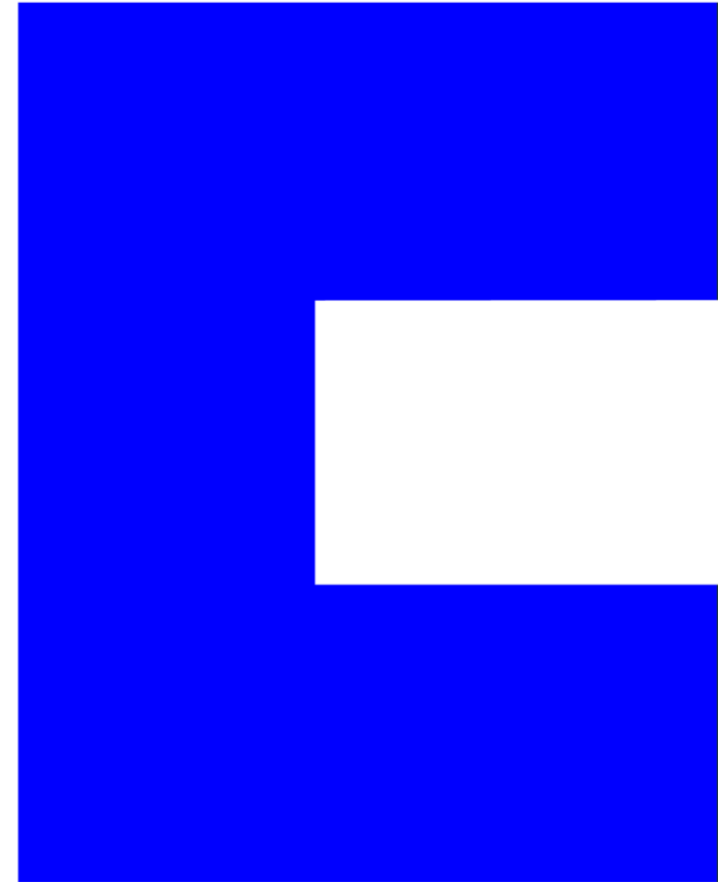
Breaking barriers,  
Connecting smarter.





# Capital Improvements

Ron Cordaro



# Life Cycle.

## Data services and Master Facility Planning.

- Infrastructure Master Planning
- Renovation, Construction, Future Growth, Consolidation
- Live, data driven insight to support Master Facility Planning





# Energy and Sustainability.

Using Data Services to power performance with purpose.

- Energy Efficiency Improvements
- Long Term sustainability planning
- Operational savings

# Strategic Investments.

## Turning insight into actionable Capital Planning.

- Live, evolving document
- Predictive, Deficiency Tool
- Use in capital planning and budgets
- Work Order Systems and The Joint Commission
- Financial and Budget Planning



# Questions?

Learn more at  
[www.whgardiner.com](http://www.whgardiner.com)

