

Using Data to Drive Cost Reductions:

*A Monitoring-Based Commissioning
Success Story*

HEAPY + KETTERING HEALTH

Thursday, May 21, 2026



SESSION LEARNING OBJECTIVES



Understand MBCx

Gain a foundational understanding of Monitoring-Based Commissioning and how it delivers cost savings, risk mitigation, and improved building system operations.



See It in Action at Kettering Health

Learn how Kettering Health uses MBCx to achieve its goals – without sacrificing patient care or comfort – generating \$3M+ in savings in the process.



Build Your Own MBCx Strategy

Walk away with a practical framework for developing an MBCx strategy compatible with your current facilities, team capabilities, and organizational priorities.

Getting to Know Our Audience

A quick pulse check – where does the room stand?



Who has heard of Monitoring-Based Commissioning (MBCx) before?



Who is already doing something like MBCx at their facility?



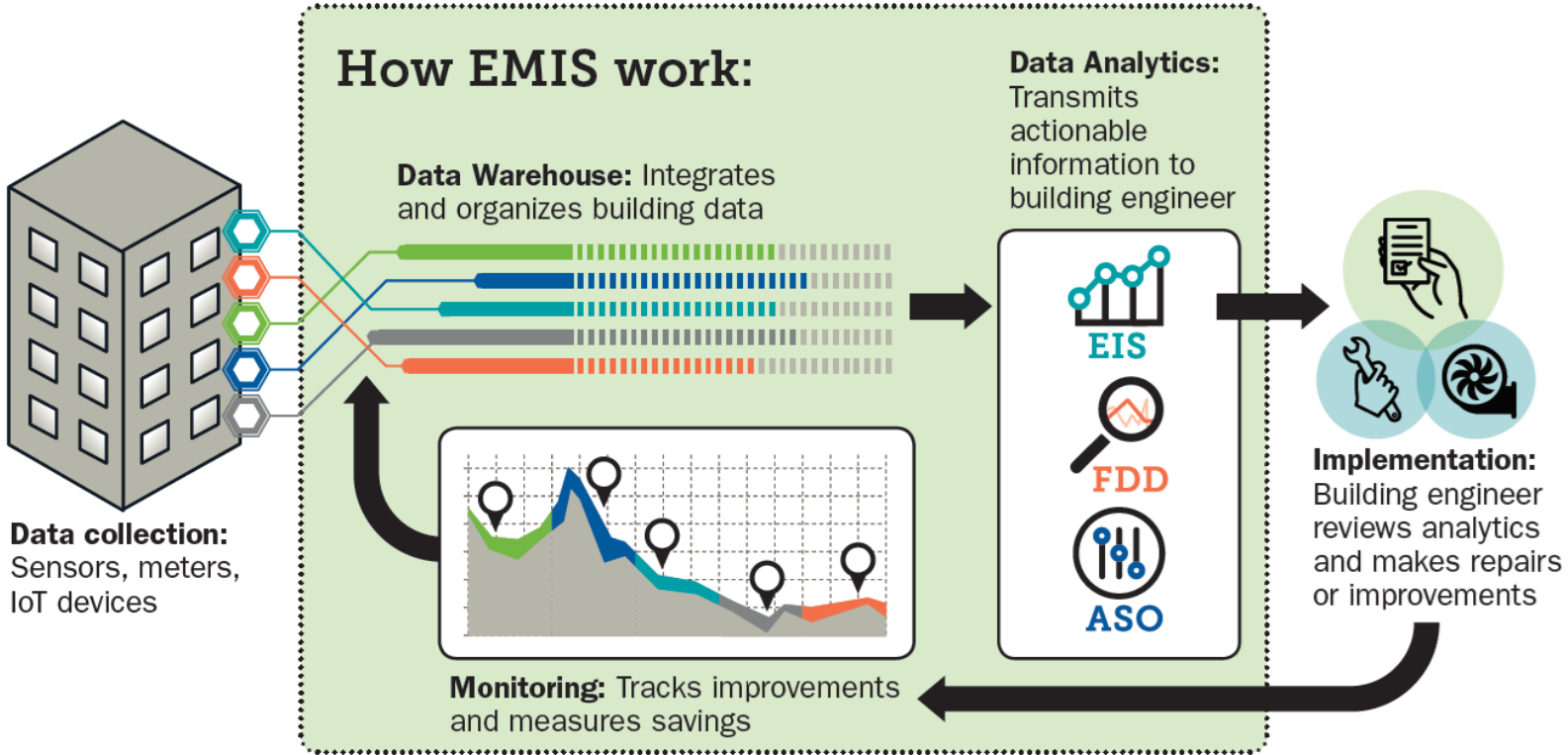
Who wishes they were doing something like this?



Who isn't yet sold on the concept?

Introduction to MBCx

A continuous cycle of data, analytics, and action



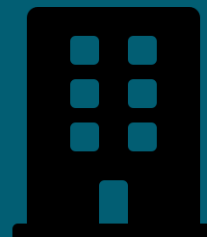
THE KETTERING HEALTH MBCx JOURNEY

From a single pilot site to a network-wide program

- Phase 1:** Pilot launch at 1 inpatient site
- Phase 2:** Expansion to 3 inpatient sites
- Phase 3:** All 8 inpatient sites enrolled
- Phase 4:** Renewal + expansion to 13 total sites

13

TOTAL SITES



Inpatient + Freestanding ED
Facilities

THE RESULTS SPEAK FOR THEMSELVES

\$3M+

IN UTILITY COST SAVINGS

1 → 13

Sites Enrolled

Proactive

Risk Mitigation

Real-Time

System Visibility

WINS & EXAMPLES

Expected outcomes + a few surprises



Savings Data (Expected)

Confirmed energy cost reductions provide justification for program continuation and expansion.



Pharmacy Pressurization

Caught a pressurization issue before it became a capital project – protecting patient safety and budget.



\$400K Capital → \$10K Fix

Data diagnosis revealed a sequence change solved what looked like a major capital replacement need.



Equipment Lifecycle

Identified cycling patterns causing premature compressor failure, extending equipment life.



Behavioral Change

Reduced unnecessary overrides by staff. Increased automation in applicable scenarios (low-temp).



Root Cause Cascade Effect

Fixing one root cause eliminated 10x downstream issues – maximizing diagnostic ROI.



Lessons Learned

*Key insights from years of
MBCx implementation*

Prioritize Early — Know Your Goals

Define target outcomes upfront: compliance, energy savings, or resiliency. Identify existing pain points to build goodwill and early wins with site teams.

Hold Quarterly Review Meetings

Consistent touchpoints keep momentum, surface new issues, and demonstrate program value to leadership and stakeholders.

Find a Champion at Every Level

Identify a champion at both the network and site levels. Engage local technicians to build a culture of collaboration.

Balance 'More Work' vs. 'Fixing Problems'

Frame MBCx as a tool that solves existing frustrations — not added burden. When you fix their problems, adoption naturally follows.

DEVELOPING YOUR OWN MBCx STRATEGY

Start by being honest about where you are today



Physical Infrastructure

Pneumatics vs. DDC controls? Legacy vs. modern systems? Knowing what you have shapes your starting point.



What Matters Most to You + Your Boss?

Compliance? Energy savings? Maintenance resiliency? Align your MBCx focus to organizational priorities.



Internal Technical Talent

What is your team capable of? Troubleshooting and root-cause analysis vs. basic maintenance?



Communication Patterns

How will keep internal and external stakeholders communicating, to avoid “the stall”?



Repair vs. Contract Out

Assess your in-house repair capacity and expertise – then plan for what needs external support.



Building Internal Buy-In

Expertise and bandwidth are prerequisites. Getting leadership and site staff aligned is equally critical.

Thank You!

Questions & Discussion

- ✓ What questions do you have about MBCx?
- ✓ What would stop you from starting a program like this?
- ✓ What's one thing you're taking back to your facility today?



HEAPY + Kettering Health

OHA Annual Meeting
Energy & Sustainability
May 21, 2026

MBCx | Monitoring-Based Commissioning