

Our Client:

Skilled Nursing Facility - Eastern Pennsylvania

Use Case Site:

- Located in Eastern Pennsylvania, this site is a Skilled Nursing and Rehabilitation Center.
- Private and Semi-Private rooms are both available to residents where they can control the room temperature.
- The residents cover a wide range of comfort levels and personal preferences.



The Challenge:

- The facility is located in Pennsylvania which experiences a harsh four seasons.
- There was no monitoring or control in the facility previously. The apartments are controlled by the residents themselves, often leaving the air conditioning or heat on when vacant.
- The maintenance staff and housekeeping personnel often struggle to keep up with ongoing tasks due to peak seasons and increased workload issues.

Our System:

Multi-Room Climate Intelligence

The Climate Intelligence Platform utilizes a network of climate nodes, connecting to all HVAC units and sensing all key parameters in every room (temperature, humidity, occupancy, openings, etc.). Applying sophisticated data analysis models and deep learning algorithms, the fully integrated system maximizes climate comfort while minimizing the workload of heating & cooling systems.

This SNF has 132 Control Zones (rooms and shared spaces) all of which are managed by Airkind’s Climate Intelligence. A suite of 86 sensors and OakSockets monitor the system in real time. The OakIAQ sensor monitors the CO2, Humidity, and Air quality. Residents can seamlessly adjust their room temperature with the touchscreen of the OakWall.



Cost Change Compared to a Facility without Airkind



Climate as a Service:

With the Climate intelligence platform, Airkind was able to save 13.29% in kWh, and an impressive 22.15% savings in HVAC energy consumption. This increased NOI by \$22,460. This successful pilot has led to the expansion of the deployment of Airkind’s Climate Intelligence to additional brand sites.

- Upfront Payment: \$0
- Total kWh Savings: 13.29%
- **Total HVAC Consumption Savings: 22.15%**
- **NOI Increase: \$22,460**



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"From the beginning, the installation itself was really smooth. The communication between the team at Airkind and us went really well. Since then, the climate control has been just that - in control. Where has in the past, I've had one hallway completely warm, and residents fighting amongst themselves on wanting different rooms hotter or cooler - that is now resolved. I get positive feedback from both residents and families, and the climate in the whole building is very controlled.

Things have been going well and running smoothly, with someone from the Airkind team occasionally checking up on us to ensure that everybody is happy.

I was in charge of the system before, but I happily passed it over to our maintenance director as it falls under his purview. We can control the system from the office or from home, to ensure climate comfort is maintained. The system is easy to use from my personal device to regulate what is going on in my facility.

If I were a tenant in the facility, the Airkind system would be quite easy to use and easier to maintain a comfortable indoor climate in the rooms. We have 2 residents per room, and somehow with Airkind's thermostat, they no longer fight over how cold or how hot it needs to be. The thermostat works well with elderly residents, with large fonts and large buttons.

Last but not least, we are definitely seeing significant savings, which makes this a great pilot with a great outcome." / Site Administrator at a Skilled Nursing Facility

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"I love the Airkind system! Instead of running around the rooms, I can check the system and control it from my office or home, which gives me the control I sorely lacked in the past. I also enjoy working with the team, especially Shawna, who is always a fantastic help." / Maintenance Director at an SNF

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Features & Benefits:



- **Compatibility.** A climate node network, that can connect to and control all end-units: fan coils, heat pumps, PTACs, etc.
- **Plug & Play, seamless installation.** A very quick installation that can be executed in the time it takes for a room to be cleaned.
- **Wireless sensing precision.** The Climate Intelligence platform is connected via a scalable wireless ZigBee network- does not interfere with WIFI service. Sensing is done at the precise location (not where wiring is).
- **Behind-the-scenes automation.** Sensing, learning, and automating climate comfort in every room. Demonstrated energy savings- **up to 45%**- without compromising climate comfort.
- **Demand management.** The platform controls all end-units, taking into account local weather and Utility tariffs, enabling automated peak-demand control.
- **IAQ Sensing and Monitoring.** Enabling you to create the safest environment for guests and tenants in the New Normal.
- **Predictive maintenance.** The system undergoes constant performance analysis that enables it to identify abnormalities and address them before issues arise for our customers.
- **Full remote control.** Easy and intuitive remote monitoring and control from any device. Minimizes technical workload on-site.
- **Personalized climate.** The platform offers the capability of integrating with hotel PMS. With our systems, brands are now able to offer their loyalty club members personalized climate settings upon check-in.
- **No capex.** No capital expenditure. Fixed Climate-as-a-Service monthly fee, enabling product to pay for itself.



New Normal Post COVID19:

- The Airkind platform is agile, enabling staff full control of rooms while occupied, as well as enabling activation of energy saving modes when the rooms are vacant.
- The new IAQ Oak sensor allows monitoring indoor air quality in every room 24/7, providing improved indoor air quality in healthcare management facilities.