



Building Management Systems: National Retailer Case Study

► The Challenge

A national retailer with 800 locations needed to replace an aging, proprietary building controls system that was costing them money through operational inefficiencies. The retailer needed a holistic approach that would deliver three outcomes:

Control + Flexibility

Move to a vendor-neutral, non-proprietary system with centralized control over HVAC and lighting across all stores.

Data + Insights

Generate detailed, real-time building operations data to maximize efficiency and streamline maintenance.

Future-Ready Infrastructure

Lay the groundwork for IoT capabilities, demand response programs and new revenue opportunities.

► The Solution

They partnered with EMC, a trusted LED lighting provider with proven large-scale rollout experience, to deploy a non-proprietary building management system across their entire portfolio.



\$2M

Customized Programming For
Parking Lot Lighting



\$500K

Bulk Lighting Schedule Changes
Eliminated Manual Labor For
Annual Updates



\$500K

Bulk HVAC Schedule Changes
Eliminated Manually Changing
Each Location



\$2M

Trash Compactor Sensors
Installed to Eliminate
Unnecessary Pickups

As a master systems integrator of Distech Controls, EMC designed and engineered the hardware needed, then leveraged in-house Niagara-certified engineers to build custom software on the Tridium framework.

The new system includes a customized graphical user interface that allows the retailer to change lighting schedules or HVAC settings for hundreds of stores, all from a remote desktop.

► The Results

2-Year Payback | \$5M Annual Savings

The new Distech system delivers:

• Global Scheduling Changes

That take effect in two hours or less

• Predictive Maintenance Reports

That fix problems before units are damaged

• Participation in Load Shedding Energy Capacity Markets

For additional savings and revenue

• Futureproofed Infrastructure

With ongoing paths to additional savings