



LEADING THE FUTURE OF  
**LIGHTING + TECHNOLOGY**

## 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