



LET'S GO BEYOND™

*Building Services, Energy Management,
and Contracting Solutions*

Trane New York/New Jersey



Improving Efficiency, Smarter Savings

When it comes to managing energy and operational costs, commercial property owners have never been more challenged than they are today. Because these costs will likely continue to rise, it's crucial to take measures to improve efficiency in order to see significant savings over time. That's why Trane's portfolio of services provides a wide range of offerings that enable you to enjoy the highest levels of performance from your facility's systems. Take a look at our Building, Rental, Energy, and Contracting Services to see all the options afforded to you as a Trane customer. Whether you are installing new equipment, maintaining an existing system, looking to maximize efficiency and energy savings, or completely upgrading your infrastructure, Trane has the expertise you need.



Having regular maintenance agreements can:



Cut unexpected breakdowns by 70-75%



Decrease downtime by 30-45%



Reduce energy consumption by 5-20%



Lower equipment maintenance costs by 25-30%

*FEMP O&M Guide – July 2010

Trane® Building Services

Trane Building Services™ has delivered expertise and innovation technology for over 100 years and our highly trained professionals are the only Trane factory authorized technicians in the industry that service Trane commercial systems. Trane's goal is to give you a deeper understanding of how your HVAC and building systems should perform, ensuring that you get the most out of your investment.

New Equipment & Ongoing Maintenance Services

Trane New York/New Jersey has over 125 dedicated HVAC and Controls technicians ready to help you maintain your systems. Parts and supplies are easily accessible at one of our eight conveniently located Trane Supply stores. Our rental depot, located in New Jersey, is prepared to respond quickly to equipment failures, planned shutdowns and equipment replacements.

New Product Start-Up

The New Product Start-Up service protects your new investment by having a Trane technician perform the necessary startup and HVAC services that ensure your equipment is running reliably and efficiently.

Service Agreement Options

Trane® offers service agreements suitable for every type of customer operation. Our service agreements are programmed to reduce operational costs and maximize equipment life. Opportunities with this service range from in-warranty support and scheduled maintenance to full-scale performance-based agreements.

Extended Start-Up Agreement

Trane's Extended Start-Up Agreement provides critical first-year service to assure start-up commissioning specifications are maintained. This service complements our standard one year, parts-only warranty by validating critical HVAC equipment and Building Automation Systems (BAS) controls parameters and establishing a long-term strategy to extend your system's performance and efficiency.

Scheduled Agreement

Sustain system reliability through scheduled maintenance by a Trane factory authorized technician. Our technicians use proprietary Six Sigma® maintenance procedures to service both Trane HVAC equipment and other brands, increasing your equipment's productivity. This customizable service includes:

- Trane factory recommended equipment maintenance services
- Predictive services
- Refrigerant management

Select Agreement

The Select Agreement includes the Scheduled Agreement and lets you pick parts and labor coverage for the equipment of your choice. With this service, Trane covers the cost of repairing or replacing the pre-selected components, helping you set acceptable performance ranges for your systems. Customizable coverage includes:

- Trane factory recommended equipment maintenance services
- Predictive services
- Refrigerant management



BAS Agreement

Our BAS Agreement monitors and collects data from your building's system to proactively respond to possible operational issues. This allows you to easily maintain building temperature, air pressure, humidity, and ventilation within set parameters, managing energy efficiency, lowering costs, and minimizing waste. Coverage for this service includes:

- Initial controls validation
- Performance benchmarking
- Ongoing periodic maintenance
- Remote data collection and analytics

Repair Services

Trane's technicians are skilled at repair and replacement of every component in your building's system, regardless of brand.

National Multi-Site Services

Trane's National Multi-Site Services helps you achieve corporate standardizations, energy savings, productivity, and reliability across your entire portfolio.

Chiller Upgrades

HVAC chiller upgrades keep your system running at maximum efficiency, minimize service calls, eliminate surprises, and control your total cost of operation. Trane's portfolio of services can also upgrade existing equipment to improve reliability and increase operator safety and productivity.

R'newal® Service Program

Trane's R'newal Service program is tailored for each equipment type to restore performance and liability. With this program, a factory-authorized technician replaces your unit's worn parts and materials and upgrades software technology, bringing your existing HVAC technology to the same level of advancement as a new Trane chiller or building controls. This program includes Trane OEM parts and labor warranties.

Warranties And Agreements

Extended Factory Warranties

An extended Trane warranty helps you manage ongoing operational spend and avoid unnecessary costs by covering your equipment's most important components beyond the standard parts warranty. Types of extended warranties include:

- Delayed Start-Up
- Whole Unit Parts Warranty
- Compressor Warranty
- Labor Warranty
- Refrigerant Warranty
- Low Voltage Controls Parts Warranty
- Low Voltage Controls Labor Warranty
- Light Commercial Unitary
- R'newal/Refresh Warranty

Energy Management Services

Our energy management portfolio incorporates Trane®'s Intelligent Services technology and analytics to help you optimize your system's performance, curb operational costs, reduce your building's environmental impact, and address regulatory issues.

Trane Intelligent Services

Our Intelligent Services provide data-driven, proactive diagnostics that help you create and maintain energy-efficient operations that can reduce usage by 15-20%. Trane Intelligent Services offer constant monitoring of your building's system, immediate resolution of indoor environment inconsistencies, and ongoing recommendations for improved efficiency.

Did you know?



Buildings are responsible for 49% of the world's energy consumption, and 40% of that consumption is from their HVAC systems.*



Long-term power and gas prices are expected to rise by 40% through 2030.**

*EIA and based off of 2015 consumption
**Navigant® Research, 2016



Building Performance

With Trane's building performance service, you can unleash the power of building data to uncover hidden information and opportunities for improvement. Having system data at your fingertips helps solve problems quickly by providing actionable solutions that dramatically reduce downtime, increase productivity, and ensure occupant comfort and satisfaction. Our building performance service include:

- Initial system-wide assessment
- Continuous analysis using automated system analytics
- Results-oriented, value-based actionable recommendations

Energy Performance

Trane's cloud-based building energy management system (BEMS) service is designed to uncover energy waste in every corner of your building, optimizing usage to reduce spend and downtime. Ongoing assessment and advisory services from Trane building professionals help keep your system on-track and running smoothly. By pairing our advanced technology with our building professionals' extensive expertise, we help you make smarter, more cost-effective decisions about the way you manage and maintain your building.

Energy Assessment

Our Energy Assessment service utilizes advanced tools to transform your building's data into 3-D optical energy reports that pinpoint ineffective usage and allow you to fix it quickly. With this service, Trane building professionals help you interpret energy data and track the impact of your actions, helping you identify effective energy projects for sustained results.

Active Monitoring

Trane provides 24/7/365 support and continuous monitoring of your building's equipment, proactively detecting issues and keeping critical systems up and running. Our building professionals analyze each system alarm to resolve issues quickly, saving you from unexpected shutdowns and unnecessary utility costs. On average, 40% of critical alarms are resolved within 30 minutes with our active monitoring service. This service is available with all Trane Service Agreements and includes:

- Automated notification
- Offsite alarm mediation, if possible
- Archiving of critical alarm data

Renewable Energy & Power Solutions

Trane®'s Renewable Energy & Power Solutions allow your building to consume fewer resources while increasing efficiency, being socially responsible, and reducing utility costs – all at the same time. We offer a breadth of solutions for commercial and industrial customers and have a proven track record with over 5GW of renewable projects including solar, cogeneration, wind, and waste-to-power.

Energy Saving Retrofits

Trane is a leader in energy-saving retrofits that optimize your mechanical systems and reduce energy usage through ECMs. With the right retrofit, you can reduce your building's energy consumption and O&M costs and improve comfort and IAQ. Energy-saving retrofits not only save you money in the long run, but can be self-funding with performance contracting.

Strategic Energy Procurement & Management

Trane Energy Supply Services provide strategic energy procurement and management that incorporates proprietary data and forecasts, risk tolerance assessments, and purchasing strategies that lower price risk and exposure to market volatility.



Contracting

Energy Contracting

Our Energy Contracting services improve your building's efficiency with minimal impact on cash flow. With Trane's broad range of energy solutions, we can customize your service package to optimize spend and improve performance based on your facility's needs.

Performance Guaranteed Contracting

With Performance Guaranteed Contracting, Trane uses metrics beyond just energy consumption to design a comprehensive plan focused on maintaining optimum functionality throughout your building's changing needs.

Turnkey Contracting Solutions

Trane offers turnkey contracting solutions, with a single point of contact, that easily integrate into your current business processes, delivering long-term cost and performance benefits.

- Replacement of existing equipment
- HVAC design and engineering
- High-efficiency, low-emission equipment
- Controls and systems integration
- Implementation of demand-side management strategies
- Asset planning

Rental Services

Whether you need extra cooling to get you through extreme weather, a short-term replacement during planned shutdown or following an emergency, or are hosting a special event that requires climate control, Trane® has an array of equipment that address your facility's cooling, power generation, heating, and compressed air needs with 24/7 support.

Contingency Planning

Knowing the quickest way to backup your HVAC system in case of emergency is a crucial part of a good contingency plan that allows you to reduce the risk of potential loss. Some industries face additional risks during power outages or system failure, such as healthcare, industrial, and educational facilities.



A 200,000 sq. ft. pharmaceutical warehouse needed supplemental cooling to maintain temperature compliance. Chillers, AHUs & Generators helped temperatures stay within acceptable range during the summer.



A hospital lost air conditioning on a 105° day. With the help of 60 technicians, 5,200 tons of equipment was installed and running within 48 hours.



A New York City event space was converted to host a show that featured a giant 122,000 gallon lake. They needed a solution to keep the water crystal blue and chilled at all times. The equipment also needed to be extremely quiet, so the team called Trane.

Water Treatment Services

Trane's water treatment services help you maximize your system's efficiency and curb utility costs. Our regular service program goes beyond what's expected and includes a number of value-added products and services that can be customized based on your facility's needs. Trane also maintains a laboratory of fully staffed chemists who make sure your system is running as lean as possible.



Financial Services

Whether you're considering a simple upgrade or are installing a complete building automation system, Trane®'s financial options can help you maximize your investment.

Anticipation Discount Program

Trane's Anticipation Discount Program helps you finance your projects at an attractive rate, gain immediate order approval, and enhance your credit standing.

Ingersoll Rand Financial Services

Ingersoll Rand Financial Services (IRFS) develops creative financing solutions for businesses who want to acquire new HVAC equipment without using existing working capital. IRFS reduces excessive overhead by facilitating the financial process based on your business goals.

GSA

Trane maintains a contract with the General Services Administration so your facility can take advantage of the pricing structure and convenience our contract affords.

New York State Office of General Services (OGS)

Trane also has a contract with the New York State Office of General Services so that partners can benefit from the vast commodities, services and pricing structure made possible by this preferred partnership.

Cooperative Purchasing through U.S. Communities®



Trane's relationship with U.S. Communities, a cooperative purchasing organization providing government procurement resources and solutions, allows government and nonprofit entities to benefit from the potential cooperative purchasing power of up to 90,000 public agencies.

Purchasing Trane HVAC systems through U.S. Communities is a smart choice for qualifying organizations who will be able to increase purchasing power, simplify the buying process, and maximize productivity as a result of this partnership.

To learn more, call your account manager or visit
www.tranenynj.com



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