



# BAS R'newal

*An Overview*





**Time for something NEW**



# Building owners have seen major advancements over the past **Decade**

**Cost**

Comfort

**Uptime**

**Safety**

Marketability

Long Term  
Flexibility

**Security**

**Lighting**

Compliance

**Data**  
Communication

Real Time  
Monitoring

**Energy**  
Management

**Regulations**

**HVAC**

Intelligent &  
**High**  
Performance

Environmental  
Friendliness

**Space**  
Utilization And  
Flexibility

**Productivity**

Working  
Efficiency

**Control**

Health And  
Sanitation





# Buildings Are Getting Older....



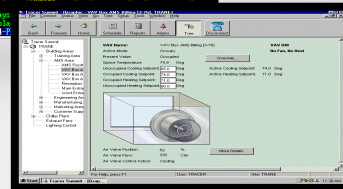
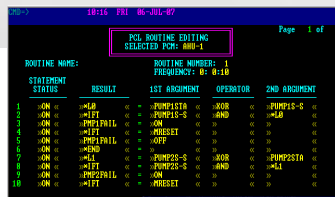
**TECHNOLOGY**  
is moving forward...



DOS Prompt



Software on PC



Basic graphics



Web

3D Graphics



Open Standards

Wireless



Tablets

Smart Phones

Cellular



High Speed internet



Aging systems can **FAIL** and leave you with tough decisions and occupant disruption...

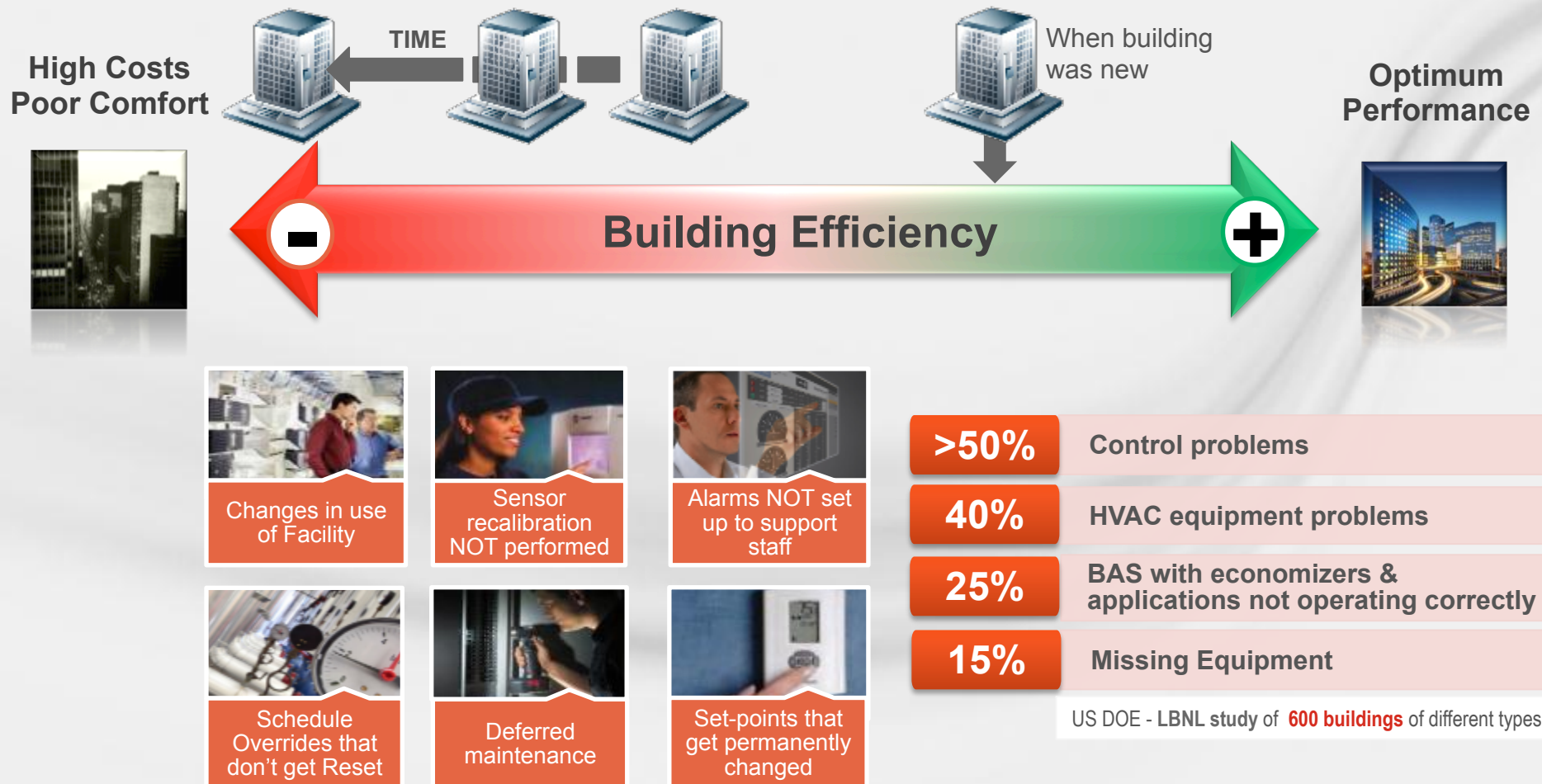
# RISK

Panel Type	Production Phase-out Date	Replacement Parts No Longer Produced
Tracer 100/L/I	March 31, 2000	April 1, 2007
BMTS BCU	March 31, 2000	April 1, 2007
PCM	December 31, 2004	January 1, 2012
UPCM	December 31, 2006	January 1, 2014
BMTW BCU	April 17, 2008	May 1, 2015

-Trane records



# Older Systems Degrade Over Time & Result in Higher **COSTS**



Most older existing buildings are operating in **RED!**

# OLDER BUILDING **CHALLENGES!**







It's never been easier to manage buildings for energy efficiency, improved comfort and performance  
**if you have the right partner in place!**



# Trane – a partnership with experts

Why?



	Product	Experience	Knowledge	Support
<p>We were there when things were <b>originally installed</b></p> <p>1985</p>	<p>Reliable Products in the Market</p> 	<p>Experienced in System &amp; Control Solutions</p> 	<p>Energy Management &amp; Equipment Performance</p> 	<p>Sustaining Systems</p> 
<p>We're here when they <b>need to be renewed!</b></p> <p>2014</p>	 <p>Over 100 year HVAC Experience</p>	 <p>35 years of controls experience 5 generations of product innovation</p>	 <p>Industry leader for energy efficiency &amp; sustainability</p>	 <p>Trane Intelligent Services to support &amp; provide peace of mind</p>



**Trane** will help you run your buildings.... not let **your buildings** run you!



# Creating a Path **for the Future**

Leverage your partnership with Trane to drive results!

Introducing

# **BAS R'newal™**

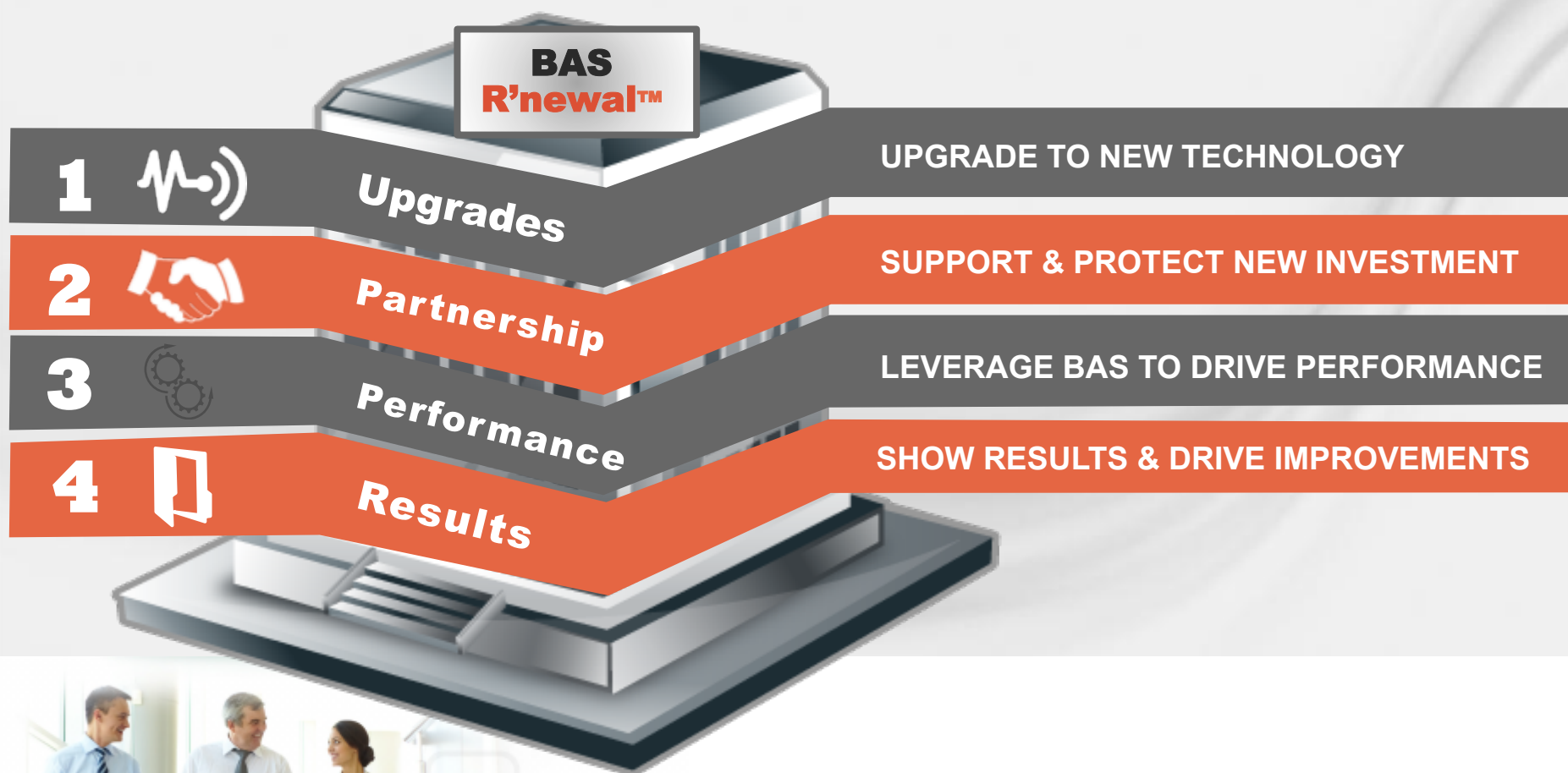
Empower your buildings for **tomorrow**



# BAS R'newal



A proactive approach to address your aging Building Automation Systems and drive building and energy performance



Renewing building controls **today**.  
Empowering buildings for **tomorrow**.



# System Upgrade



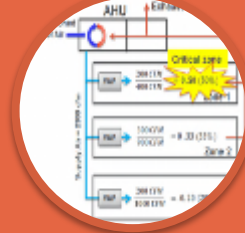
## Leverage Existing Controllers

- Leave in place
- *Minimize cost & disruption*



## New Web Interface

- 3D Graphics
- *Easy to Use*



## Pre-Engineered Applications

- Experienced Optimization
- *Energy efficient Comfort*



## Advanced Analytics

- Intelligent Services
- *Utilize valuable data from BAS*

Tracer Controls provide a **VERSATILE, POWERFUL & FLEXIBLE SOLUTION**

### Intuitive Dashboards



Dashboards  
3D Graphics



### Open Platforms



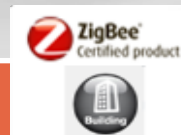
BACnet Listed  
Integrate Systems



### Wireless Connection



Ultimate Flexibility  
*Minimize Cost & Disruption*



### Mobile Apps



Remote Access  
*Virtually Anywhere*



**Trane Tracer™ Controls** – a name you can trust to deliver results!



# Partnership

Trane will be your on-site partner to make sure your staff is successful & productive with your new product's features & functionality



**Support & Protect your New Investment**



## New System Peace of Mind

- **Extended warranty** on Tracer SC HW
  - Your new investment is **protected**
- Operator **User Training**
  - **On-site** training & coaching for your staff
- Tracer SC **Software Maintenance**
  - Keep your new investment **working its best**
  - **Stay up to date** with new capabilities
- **Migration Plan**
  - Flexible approach to dealing with remaining unit controllers in building
  - **Fix-on-Fail** scenario
  - **Proactive & planned** replacement program to meet your budget and business needs





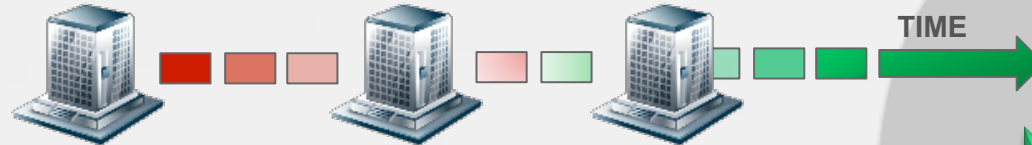


# Performance

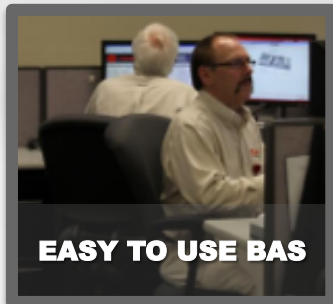
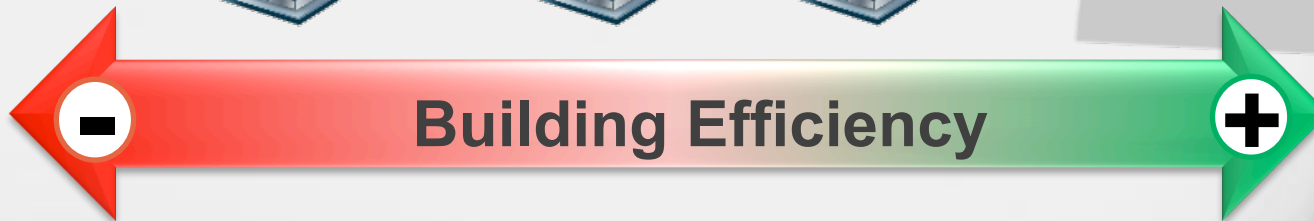


Trane will help you utilize your new investment to drive improved performance!

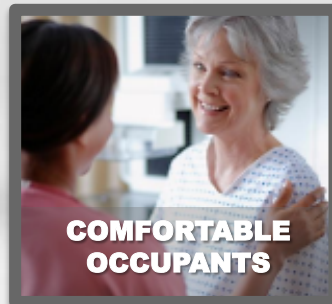
High Costs  
Poor Comfort



Optimum  
Performance



**EASY TO USE BAS**



**COMFORTABLE  
OCCUPANTS**



**SUSTAINED  
PERFORMANCE**



**BUILDING AS A  
"STRATEGIC ASSET"**

**Leverage your new investment  
to drive improvements!**





# Results



## Demonstrated & Documented Performance



## Report

- Document the benefits achieved throughout the year.
- Proactively manage problem areas with timely identification.
- Provide recommendations on how to resolve and improve performance and drive lower costs.

**As a trusted advisor, Trane delivers the BAS R'newal Performance Report to proactively partner and communicate results!**



# Flexible Solutions

Trane makes it easy to fit your business needs



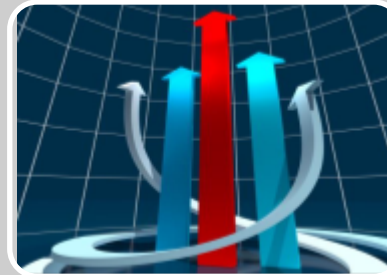
## Flexible Financial Options

- All up front
- Partial up front
- Distributed over term



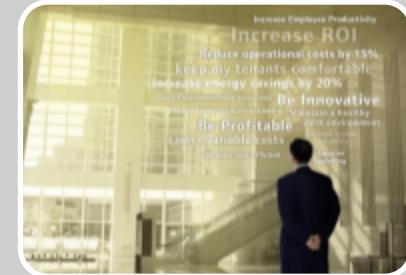
## Proactive Project Phasing

Migration planning to fit your business & budget needs



## Flexible Terms

Two to five year programs available!



## Customer Incentives

\$500 - \$1000 per building

Enable you to **attain building improvements & modernization** objectives with **complete flexibility**.





# BAS R'newal



- ✓ **New technology**
- ✓ **On-site staff support & training**
- ✓ **Proactive migration plan**
- ✓ **Improve system & drive savings**
- ✓ **Documented results to validate & justify**
- ✓ **Flexible ways to structure & purchase**
- ✓ **Customer Incentives available!**

**A partnership with experts  
that delivers results!!**





Please contact:

Signature

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Scan the code or visit  
**Trane.com/BASRnewal**  
to learn more.

# Thank You

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