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## Retail — Multisite Solutions



*Enabling you to go further to manage and operate your facility smarter, safer, securely, more efficiently, and at peak performance levels*



- Building Automation & Integration
- Energy Management & Efficiency
- Cyber Security



*Any Device. Any System. Any Network. Any Protocol.  
Anytime. Anywhere.*

In an industry with thin profit margins, the challenges managing retail facilities are only increasing. Retail facility managers experience a unique set of challenges when it comes to controlling facility operations and managing the numerous systems and equipment that operate their buildings. Owners often inherit the control systems and if there is more than one location, it is very likely there will be more than one type of system. Some systems will be newer with feature advanced technologies while others utilize technologies which are not widely supported anymore.

In many cases, these systems and equipment function as individual silos, unable to interoperate and share usage data that when utilized properly, provide the whole picture of how operational resources are expended. This complexity makes it more difficult to take advantage of the information existing control systems provide and results in poorly managed building systems, wasted resources and higher operational expenses.

*Facility operations comprise one of the largest operational expenses — up to 40%*

Operating and managing today's retail stores are being driven by performance, financial optimization and the customer experience. The rising cost of energy and maintenance, financial pressures to contain costs and the need to provide customer comfort and cyber security are all contributing to how we must control and maintain our retail facilities.

Retail facilities are equipped with a wide range of systems and devices that control HVAC, energy management, lighting, security and more. The integration and interoperability between these systems is critical in maximizing operations, lowering costs and achieving the customer experience demanded in today's dynamic retail environment. The challenge of getting these diverse systems that speak many different protocols to connect and communicate with each other and to the enterprise has been an enormous barrier. That is until now.

## The Client™ Facilities Information System

Meeting all the challenges of how today's retail facilities are operated, managed and maintained, the Client™ Building Operating System, powered by the Niagara Framework®, is an open, unified, building operating system that combines connectivity, integration and interoperability, supervision and control, energy management, visualization and actionable information (data & analytics) into a single architecture within a cyber-secured environment. Client™ offers an extensive library of drivers, gateways and options that enable facility managers to take advantage of latent features and benefits of existing devices and systems including improved scheduling, alarming and trending. In addition, high-value applications including energy optimization enhanced reporting capabilities, graphic visualizations, and estimating capabilities are also available.

Incorporating a single control station, Client™ connects, integrates and correlates facility equipment, systems and edge devices and enables facility managers and operators to adopt a converged and common operating platform to achieve operational efficiencies between multiple systems and devices supporting facility management functions and business applications. It provides you with an operating system from which to operate and understand how your facilities are performing and manage energy with a common user interface to all systems, devices, data and management.

Built on an open protocol platform, Client™ meets the specific needs of each facility and their systems and allows organizations to continually build off the same network deployment and add additional applications as desired. Whether you have a single facility, manage multi-sites, Client™ is cost effective and is ideal for any size and type of retail facility.



**Client™** provides retail facility owners and operators with more choices for improving performance and maximizing profitability

## Client™ enables retail facility managers to experience:

- Increased operating efficiency and performance
- Improved maintenance operations
- Enhanced customer comfort and satisfaction
- Reduced overall operating costs
- Lower energy costs
- Competitive bidding for installation and maintenance with contractors of your choice
- Maximize equipment and system lifetime value

## Client™ Delivers Business Value

The Client™ Facilities Information System delivers compelling value including the ability to:

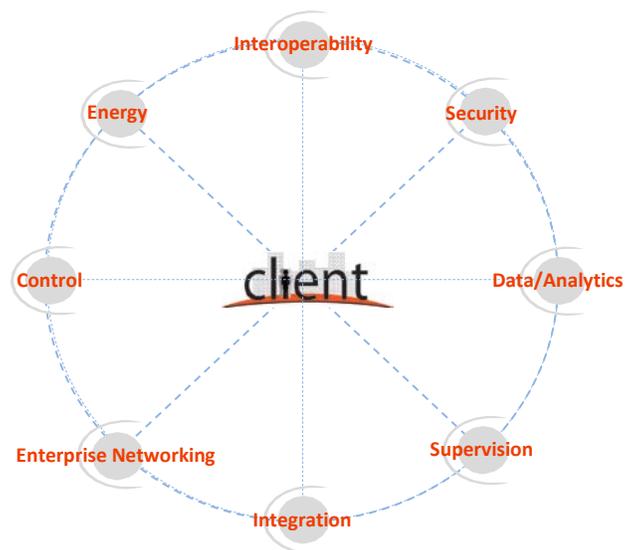
- Preserve existing system investments and integrate them with new open, standards-based technologies
- Provide access and control of all your facility operating systems
- Combine information from different systems to support better overall facility operational performance and energy management
- Enable you to specify systems and applications from multiple vendors, thereby reducing the potential for vendor lock-in
- Operate in a cyber-secured environment

*Client's™ scalable, modular platform is designed to meet the needs of today's fast-changing, fast-growing enterprises, whether it's a single facility or multi-site environment*

## Client™ Delivers Technology Value

For facility management and operators Client™ delivers:

- Multi-vendor interoperability
- Edge-to-Enterprise
- Flexibility and extensibility
- Supports multi-party software and hardware
- Real-time data driven dashboards
- UI on web, desktop, mobile
- A single tool
- Co-existence of multi-applications
- Open system/open standards
- Device universality
- Easy, rapid deployment
- Scalability
- Remote access & management
- Secured & protected environment





## Client™ Delivers Operating Value and Return on Investment

### Financial/Business Management

- Streamlines operations by integrating all facility systems in the enterprise
- Speeds resolution of revenue-impacting problems
- Improves profitability by lowering cost of operations
- Provides better control and manageability of multiple facilities from a central location
- Improves workflow and resource management
- Increases customer comfort and satisfaction

### Energy Management

- Supports improved energy control and management
- Reduces utilization and costs
- Provides knowledge of individual consumption patterns and trends

### Facility and Equipment Management

- Increases system and equipment functionality
- Improves facility operations and comfort
- Reduces equipment downtime and maximizes lifetime value
- Improves visibility into operational assets

### Maintenance & Operations

- Speeds maintenance and problem resolution
- Supports preventive maintenance
- Enables remote diagnostics and repair

## Client™ and Energy

Energy accounts for up to 33% of retailers' operating costs. With rising energy costs and the move toward more sustainable buildings, the importance for managing and controlling energy use, maximizing efficiency and reducing costs has become critical both economically and environmentally.

Client™ with its energy management capabilities and analytics serves as a comprehensive energy management tool that helps building owners and operators manage and control energy. Client™ provides a clear visibility into the energy consumption and utilization patterns of facilities, making it easier to manage and optimize energy usage while identifying opportunities for performance improvement and cost savings.

Combined with the real-time management and control capabilities Client™ enables you take action to reduce consumption, optimize equipment run times and take advantage of demand response and real-time pricing

### About CMS Mechanical Service Company

CMS Nextech was established in 1993 and is headquartered in Melbourne, FL. Our company was founded on a foundation of honesty, integrity, quality service and a job done right. Our company leads the industry in technology and utilizes it to provide our customers with the latest, most accurate information. We also offer our customers the industry's finest asset management tracking software with the infrastructure and systems in place to back it up. Currently CMS Nextech services over 60,000 sites nationwide of temperature controlled space.

For more information on the Partner, please contact us at (800) 382-3150 or at [www.cmsnextech.com](http://www.cmsnextech.com).