



 **GridEdge**

Buildings.
Behave.
Better.



— 01 — EXECUTIVE SUMMARY

Stop Guessing. Start Seeing.

Your building is wasting energy right now. Grid Edge makes your buildings more comfortable, more efficient, and more valuable by showing you what's really happening inside them. Born out of Aston University and backed by industry leaders like BP and Centrica, our platform provides answers, not analytics, empowering your team to cut energy costs and carbon emissions by over 15% without impacting occupant comfort.

We focus on the things that matter:

01



Comfort

Better for your people

We believe that a well-run building is foundational. We ensure your operational and comfort requirements are met before anything else.

02



Cost

Better for your business

We deliver significant, measurable cost savings. Our customers have never seen a reduction of less than 15%.

03



Carbon

Better for the planet

We help you make tangible progress towards your Net Zero targets by systematically eliminating energy waste as well as enabling you to report on real time carbon emissions.

Our philosophy is simple: we are a results-driven business, focused on ensuring our customers win.

A Three-Step Journey to Total Clarity

We guide you from foundational insights to full optimisation through a clear, staged process. Our service is designed for large commercial buildings (excluding manufacturing and data centres at the moment) with an annual energy spend of over £100,000.

1

STEP 1: VISUALISE (ENERGY TRACKER)

The Starting Point

We gather and ingest 14 months of your historical electricity meter data to give you a clear view of your entire portfolio's energy performance, identifying your worst-performing buildings and establishing a data-backed savings target. This digital connection then continues to gather electricity usage data enabling you to track your improvements.

2

STEP 2: OPTIMISE

Answers, Not Analytics

We connect to your Building Management System (BMS), Main Meters, Submeters, Sensors, IOT Devices and any other applicable digital data points to create a digital representation of your building. Our technology then provides a prioritised list of actionable recommendations, telling you exactly what to do to save money and carbon whilst improving comfort. Answers not Analytics.

3

STEP 3: FLEX

The Future-Ready Step

We prepare your buildings for the future of energy by optimising your energy usage around time of day tariffs and carbon intensity of the National Grid. This readies your team and assets for the significant savings available from future dynamic tariffs and Demand Side Response (DSR) programs.

15-40%+

EXPECTED SAVINGS

1 Week

TO GO LIVE

80%

AUTO BMS TAGGING

 **GridEdge**

Answers, Not Analytics.

— 03 — SERVICE OBJECTIVES

Better for Your People. Better for Your Business. **Better for the Planet.**



For Your People

We prioritise occupant comfort and operational KPIs, ensuring your building is always running as it should be. Our platform can pre-emptively identify operational issues, like underperforming boilers before they cause a shutdown, helping your facilities team become proactive not reactive.



For Your Business

We deliver significant cost savings, with a typical ROI achieved in months. By providing "Answers, not Analytics," we give your skilled engineering teams their time back. We also help de-risk future investments by modeling the viability of technologies like heat pumps against future dynamic tariffs.



For The Planet

We provide a clear, actionable path to reducing your carbon footprint. By first optimising efficiency and then preparing you for grid flexibility, we accelerate your journey to Net Zero.

You Stay in **Control.** Always.

We believe in consented automation. Our platform gives you the insights to make changes, but you always have the final say. We empower your workforce; we don't replace it.

YOUR ROLE

Provide MPANs, data approval to add your meters to our system, and access to your BMS (remote access is preferred).

OUR ROLE

We provide the platform, data analysis, 3D digital model, a continuous stream of actionable recommendations and our energy coaches to guide you to success.

IMPLEMENTATION

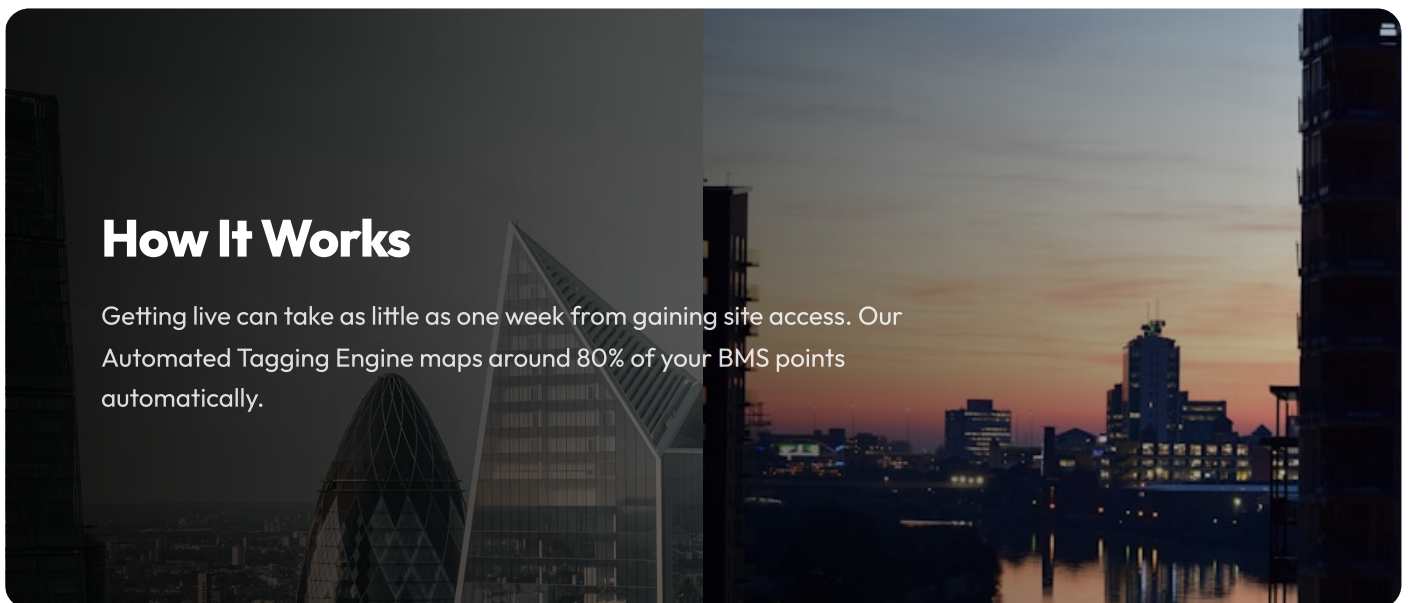
We can connect digitally via the cloud with no need for a site visit, or our partners and your existing BMS provider can handle a physical, non-intrusive connection. You can make the recommended changes yourself, or use our optional Act2x service to have a remote bureau team implement them for you.

OUT OF SCOPE

Our service does not include major hardware upgrades or the replacement of existing BMS equipment. We will always support you on your journey and can provide business cases that help prioritise the biggest ROI returns. Whilst also introducing you to partners that can deliver hardware solutions.

How It Works

Getting live can take as little as one week from gaining site access. Our Automated Tagging Engine maps around 80% of your BMS points automatically.



Three Steps. Total Clarity.

Our whole purpose is to make your journey to energy optimisation simple and effective. We work hand-in-hand with you and your partners at every stage to ensure a smooth, rapid deployment.

STAGE	KEY ACTIVITIES	OUTCOME
1. Discovery FREE	You provide your MPANs and data approval for adding your meters to our system.	Within 24 hours, you get a portfolio-level energy assessment that identifies your worst-performing buildings and a data-backed savings target.
2. System Feasibility	We validate your BMS, either remotely or via a site visit.	We confirm we can connect to your BMS and finalise the onboarding plan.
3. Building Enablement	We establish a digital or hardware connection to your BMS.	Your building is connected to the GridEdge platform. Our Automated Tagging Engine and expert engineers start mapping your systems to ours, building your digital building.
4. Building Rules	We work with you to configure the operational rules for your building.	The system understands your building's operational parameters.
5. Actionable Recommendations	The system generates a live list of prioritised, actionable recommendations.	You have a clear list of actions you can take to save energy and reduce carbon.
6. Governance & Review	We hold regular stakeholder briefings and quarterly portfolio reviews.	We track progress and report on performance to ensure we are delivering on our promises.
7. Flex	When the time is right you will be ready to shift when you use energy based on price, carbon or grid variables.	Reducing your carbon and price exposure whilst preparing your buildings for future dynamic tariffs and Demand Side Response revenue streams.

Ready to See What You're Missing?

06 – ASSUMPTIONS AND EXCLUSIONS

Assumptions and Exclusions

ASSUMPTIONS / DEPENDENCIES

- The building has a compatible BMS.
- For the Optimise service, the annual electricity spend is over £100,000.
- You will provide the necessary MPANs, Data Approval, and access to the BMS.


EXCLUSIONS


- Physical repairs or upgrades to existing BMS hardware.
- Our service provides recommendations; we do not take automated control without your explicit consent.


07 – GOVERNANCE, REPORTING AND NEXT STEPS


Governance, Reporting and Next Steps

You have access to a live dashboard for real-time reporting on energy performance, recommendations, and verified savings. We are results-obsessed and will report monthly on our collective progress toward your energy reduction targets. This is supported by formal Quarterly Portfolio Reviews.

 **Live Dashboard**
Real-time reporting on energy performance, recommendations, and verified savings.

 **Monthly Reporting**
Monthly progress reports toward your energy reduction targets.

 **Quarterly Reviews**
Formal Quarterly Portfolio Reviews to track performance.

 **Next Steps**
Let's get you set up on our Energy Tracker for a free, no-obligation analysis of your portfolio.

SECTION TWO

Case Studies. Real Results.

Real-world examples of how GridEdge identifies and eliminates energy waste across commercial buildings. Every finding is from a live deployment.

1.56M+

KWH SAVED ANNUALLY

£349K+

ANNUAL COST SAVINGS

1.05M+

KGCO2 REDUCED

01 — OVERVIEW

Proven Impact Across Every Sector

From local government offices to retail complexes and university research labs, Grid Edge consistently identifies hidden energy waste and delivers measurable results. These case studies showcase real-world scenarios where our technology uncovered problems that traditional approaches missed.

CASE 01

HVAC Schedule Error

Out-of-hours consumption exceeding baseload on weekdays and weekends.

Local Government

CASE 02

Midnight FCU Spikes

Heating FCUs firing at 00:00 every night across building zones.

Commercial Real Estate

CASE 03

Baseload Drift

Out-of-hours baseload gradually increasing without detection.

Retail

CASE 04

24/7 Cooling FCUs

100 FCUs running constantly due to an outdated COVID-19 policy.

Leisure & Entertainment

CASE 05

Competing Assets

Heating and cooling systems fighting each other during operating hours.

Commercial Real Estate

CASE 06

Competing Assets 24/7

Boilers and chillers both scheduled to run constantly in a research institute.

Higher Education

CASE 07

Chiller vs Weather

Chillers running 24/7 above outside air temperature.

Commercial Real Estate

CASE 08

Boiler Running 24/7

Hot water system operating round the clock with 88 hrs/week of waste.

Commercial Real Estate

CASE 09

BMS Holiday Override

AHU and assets running during school holidays due to BMS schedule failure.

Education

HVAC Schedule Error

Modern building with offices and shared meeting space. Occupancy remains variable and lower than pre-COVID.

INSIGHT

Grid Edge Meter Explorer (Macro) identified a change in consumption profile with out-of-hours consumption exceeding baseload on both weekdays and weekends. The pattern was clear and consistent, indicating a systemic issue rather than a one-off event.

• VISUALISE

ACTIONS TAKEN

Customer was alerted to the deviation from baseload. Investigation revealed a change to the HVAC schedule had been made incorrectly. The schedule was identified and corrected, returning consumption to expected levels.

154,674

KWH SAVED / YEAR

£32,481

ANNUAL COST SAVING

47,794

KGCO2 REDUCED

“A simple scheduling error was silently costing the council tens of thousands of pounds every year — completely invisible without the right data.”

Midnight FCU Spikes

Modern building on an office campus. Occupancy remains variable and lower than pre-COVID.

INSIGHT — MACRO LEVEL

Grid Edge Meter Explorer (Macro) identified that average out-of-hours imports were exceeding baseload, with consumption spiking every day at 00:00. The pattern was unmistakable and pointed to a specific asset issue.

• VISUALISE

INSIGHT — MICRO LEVEL

Investigations using Grid Edge Edge 2x (Micro) drilled down to identify Heating Fan Coil Units (FCUs) in specific building zones that were operating at 00:00 every night.

• OPTIMISE

ACTIONS TAKEN

Customer was alerted to the change in consumption profile. The affected building zones and specific Heating Fan Coil Units were identified and flagged for remediation. Corrective scheduling was applied to eliminate the midnight spikes.

149,502

KWH SAVED / YEAR

£31,395

ANNUAL COST SAVING

531,694

KGCO2 REDUCED

Baseload Drift

Large, modern retail shopping and leisure complex.

INSIGHT

Grid Edge Meter Explorer (Macro) identified out-of-hours baseload gradually drifting upward over time — a slow, invisible increase that would have gone unnoticed for months.

• VISUALISE

ACTIONS TAKEN

Customer was alerted to the deviation and made targeted changes to return to expected import levels, stopping the drift before it compounded further.

52,562
KWH SAVED

£11,038
COST SAVED

16,242
KGCO2

Devices Running 24/7

Large, complex entertainment venue with diverse occupancy and critical need for comfort.

INSIGHT

Grid Edge Edge 2x (Micro) identified cooling FCUs operating constantly due to a COVID-19 policy. Investigations found 32 constantly running FCUs via BMS data, with another 68 identified by the customer — 100 units in total.

• OPTIMISE

ACTIONS TAKEN

Customer was alerted to the constantly running FCUs and their financial and carbon impact. A proposal was submitted to amend the outdated COVID policy and adjust schedules to operating hours only.

109,200
KWH SAVED

£50,232
COST SAVED

33,743
KGCO2

Competing Assets

Modern building. Occupancy remains variable and lower than pre-COVID.

INSIGHT

Grid Edge Edge 2x (Micro) identified that heating (trench heating fans) and cooling FCUs were operating simultaneously and competing during operating hours. Space temperature was consistently 22–23°C, masking the underlying conflict.

● OPTIMISE

ACTIONS TAKEN

Customer was alerted and recommendations were made to optimise the heating and cooling assets' set points, eliminating the wasteful competition between systems.

26,000
KWH SAVED

£5,460
COST SAVED

8,034
KGCO₂

Competing Assets 24/7

Research institute with laboratories, seminar space and staff offices.

INSIGHT

Grid Edge Edge 2x (Micro) identified that boilers and chillers (absorption and electric) were both scheduled to operate constantly and were competing against each other around the clock. Space temperature remained consistent at 21.5°C.

● OPTIMISE

ACTIONS TAKEN

Customer was alerted to the competing assets. Additional information was requested to ensure any specialist heating or cooling requirements were accounted for before making changes.

107,237
KWH SAVED

£15,702
COST SAVED

33,137
KGCO₂

Chillers vs Weather

Modern building on an office campus. Occupancy remains variable and lower than pre-COVID.

INSIGHT

Grid Edge Edge 2x (Micro) identified that chillers were operating 24/7 at a temperature above that of the outside air. This had a large contribution to a high nighttime baseload. Parts of the building require out-of-hours cooling, but outside temperature was identified to be generally colder than the chiller output — meaning free cooling was available but unused.

● OPTIMISE

ACTIONS TAKEN

Customer was alerted to the chillers running unnecessarily. Rescheduling chillers to operating hours only would save 88 hours of operation per week, with the potential to leverage outside air for free cooling during off-hours.

457,600

KWH SAVED / YEAR

£96,096

ANNUAL COST SAVING

97,011

KG CO2 REDUCED

“The largest single saving identified across the portfolio — nearly half a million kWh per year wasted by chillers working harder than the weather outside.”

Boiler Running 24/7

Modern building on an office campus. Occupancy remains variable and lower than pre-COVID.

INSIGHT

Grid Edge Edge 2x (Micro) identified that the Hot Water System (HWS) flow and return temperatures showed the boiler was operating constantly, 24 hours a day, 7 days a week. Space temperature varied between 21.1°C and 22.8°C.

● OPTIMISE

ACTIONS TAKEN

Customer was alerted to the constantly running boiler and its financial and carbon impact. Rescheduling boilers to operating hours only would save 88 hours of boiler operation per week.

915,200
KWH SAVED

£82,368
COST SAVED

282,797
KGCO2

BMS Schedule Failure

School building with classrooms, specialist teaching facilities and leisure areas.

INSIGHT

Grid Edge Edge 2x (Micro) identified a spike in consumption during school holidays due to the operation of an AHU. Further investigations discovered many other assets running. The school's 'Holiday Mode' on the BMS had been overridden.

● OPTIMISE

ACTIONS TAKEN

Customer was alerted immediately. Investigations discovered that the Holiday Mode had been overridden. Corrective action was taken to return the assets to the expected schedule.

149,502
KWH SAVED

£24,348
COST SAVED

55,253
KGCO2

Sensor Failure

Large, modern retail shopping and leisure complex.

INSIGHT

Grid Edge Edge 2x (Micro) identified that there was no data being received from a space temperature sensor. Further investigations identified a series of sensors not receiving data that were suspected of failure.

● OPTIMISE

ACTIONS TAKEN

Customer was alerted to sensor data issues and advised of a potential sensor failure. On investigation, a number of sensors were found to have failed and were replaced. The return of space temperature data enabled it to be used when assessing saving opportunities and comfort conditions.

“Not every insight is about direct energy savings. Identifying failed sensors restored critical data integrity, unlocking further optimisation opportunities across the building.”

READY TO UNCOVER YOUR SAVINGS?

See What You're Missing.

Start with a free, no-obligation analysis of your portfolio using our Energy Tracker. No hardware. No disruption. Just clarity.

GET STARTED — IT'S FREE



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The first step is simple. Let's get you set up on our Energy Tracker for a free, no-obligation analysis of your portfolio.

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