

Smart Hospitality Systems Integrators



SmartCon Solutions
Energy Management – Automation – Building Technology

*Elegant
Guest Facing
Technologies*



*Telkonet EcoTouch Thermostat,
Control4 Multi-Button Light Switch
and Voice Activated Room
Control Software*

SmartCon Hospitality: Offering a singular, seamless approach to energy management

SmartCon Solutions, based in East Hartford, CT., is an independent energy management integrator specializing in the installation and commissioning of automated occupancy based room controls. Founded in June 2014, by Thomas Mirante and Dominick Calciano, SmartCon is aligned with a variety of preferred manufacturers and vendors that provide leading edge thermostats, lighting controls and other occupant environment amenities. The SmartCon course of action begins with listening closely to our client's

The SmartCon mission is to always remain balanced and unbiased to the solutions we represent.

energy management issues and concerns. We then provide an assessment of the facility's current state, and then ultimately suggest the solution that is the best fit for the customer's operational and budgetary demands. Whether your property is a new facility, scheduled for a partial refresh or a complete remodel, SmartCon Solutions can provide an objective solution that regulates your building's energy consumption without affecting occupant comfort. We also offer a comprehensive post-installation service and maintenance plan featuring remote, proactive monitoring.

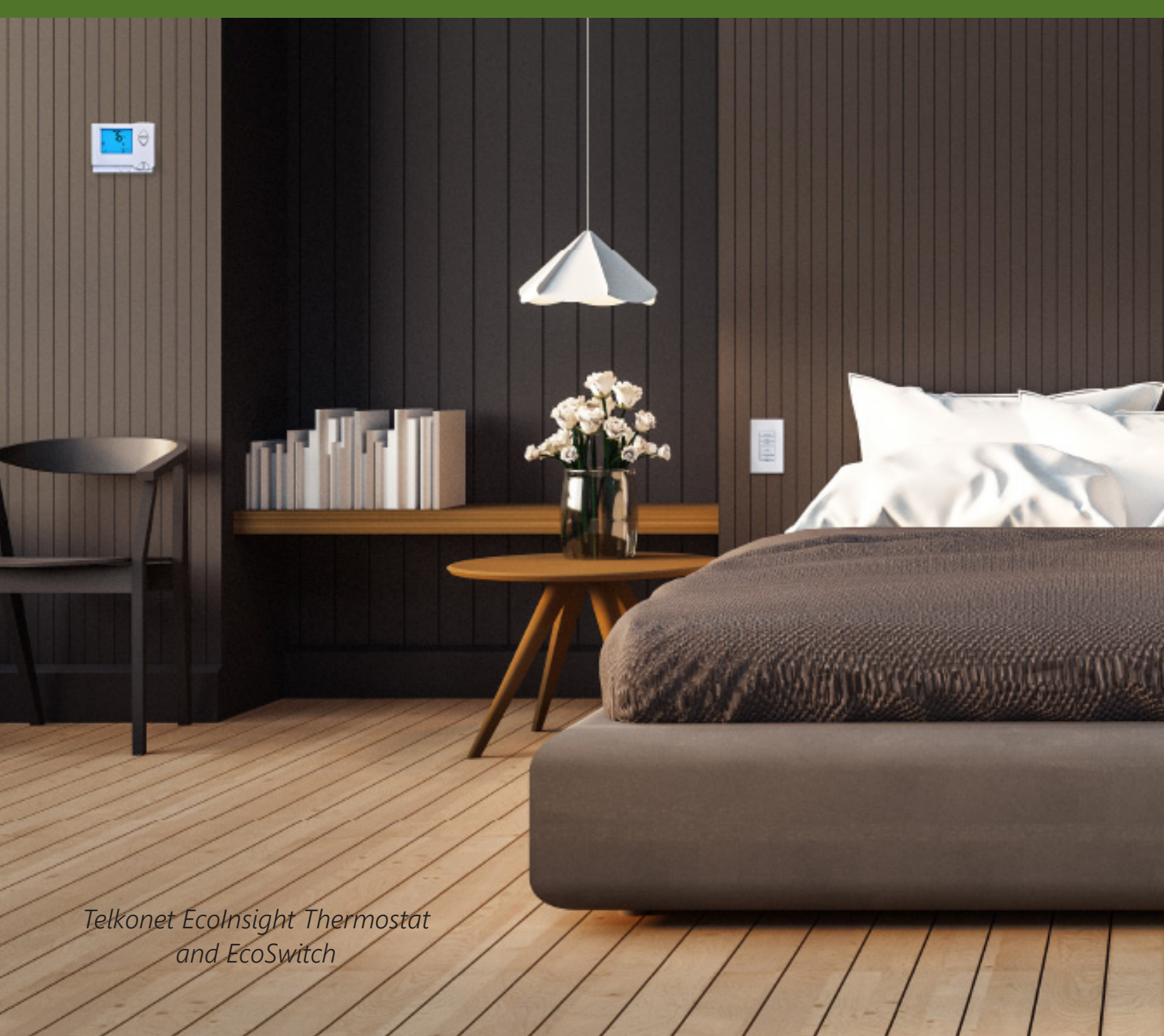
Our Services and Goal

We serve the Hospitality market by offering objective recommendations for energy management controls, lighting control, mobile device integration, network applications, BMS Predictive Energy Optimization (PEO), and other property enhancements.

Services include complete building optimization and analytics for new and existing systems. Additional extended professional services are available on request through SmartCare.

The goal is to make things easier. And our unique mission is to always remain impartial to the solutions we represent, and to ensure our clients





*Telkonet EcoInsight Thermostat
and EcoSwitch*

Room Controls

At the foundation of guest facing technology is the optimization of operational efficiency and to compliment the customer experience.

SmartCon's collaboration with technology manufactures provide the hospitality industry with a complete solution to occupancy based room control integrations.



The SmartCon & Premium Products Alliance; bringing together property and performance

SmartCon partners with preferred vendors such as Telkonet, Axxess, Control4, BuildingIQ, Interel, Jasco, iRiS, WiSuite, Lutron, Sol Vista and more to bring our customers a wide variety of options to select from.

We will custom design the perfect offering for you, or you can select a basic system from one of our Offering Guides.

Intelligent Building Solutions

REDUCE ENERGY SPEND WITHOUT SACRIFICING COMFORT

In a wide range of installations, our systems have consistently demonstrated it can reduce HVAC energy consumption and costs by 10-25%, while maintaining occupant comfort levels -even in buildings rated as highly energy efficient by LEED, ENERGY STAR®, and NABERS.

ADD INTELLIGENCE TO YOUR BUILDING

Traditional approaches to making buildings smarter focus on only two factors: cloud computing and sensing. Our services and platform is comprised of five major components: data capture and analysis, modeling, measurement & verification, control, and human expertise. Incorporating these five components constitute a more comprehensive approach to the Buildings Internet of Things.

Energy metering is the first step in understanding how you use energy.

ENERGY WORKSITE

Baselining, measuring, and managing Facilities-led energy initiatives. Energy Worksite is SaaS analytics tool powered by an advanced algorithm that monitors the energy consumption of a building on an hourly basis.

Our take on the Building Internet of Things brings an array of products and services to help you manage, tune, and operate buildings through big data, re-commissioning, and continuous commissioning.

FACILITY WORKSITE

Fast work order ticketing and intuitive task scheduling. Busy facilities management personnel are constantly juggling lots of tasks to keep their sites running well and occupants happy. It's a constant balancing act between the predictable —preventive maintenance, scheduled events— and the unpredictable —occupant service requests. The answer to these needs is Facility Worksite: a service request and work order management system that is quick and easy to use, and is very cost effective.

24/7 optimized control, in-built measurement & verification, and demand response uniquely tailored to your building. With the addition of forward looking models, buildings can be continually, intelligently optimized to stay one-step ahead of high costs while maintaining guest comfort.

DEMAND RESPONSE

For automated managed energy curtailment programs.



SmartCare

Maintenance/Service Partnership *Providing Peace of Mind*



The SmartCare plan can be customized to address your specific energy usage environment through proactive system monitoring and 24/7 technical support. We understand the daily restrictions and complexities involved in your budgetary and operational demands. Partnering in the SmartCare service plan is a decisive step in realizing specific benefits such as:

- Guest Room uptime/availability
- Efficient use of your staff resources
- Assurance of system optimization throughout the life of partnership
- Extended life of your property's equipment
- Your engineering team is free to address other possible issues
- Actualize revenue savings through reduced energy utilization
- Ensuring your expected return on investment (ROI)

The SmartCare Partnership approach to energy management optimization begins with an evaluation of the state of your property's current environment. We would then proceed with the re-commissioning stage, to bring your property to a 100% baseline. Our remote, proactive monitoring can now anticipate, then dramatically reduce or avoid loss of productivity, disruptions and possible failures. The SmartCon Solutions team is working to ensure that your building is "fine-tuned"; operating at an efficient energy consumption level. We also provide system performance reviews and training to your designated staff members to facilitate immediate troubleshooting.

Energy Management Optimization for the Hospitality Industry

At SmartCon, we believe the true meaning of solution is peace of mind. Our SmartCare Service Partnership Plan provides unparalleled support for your energy management issues and concerns. At the core of our SmartCare Partnership Plan is remote, proactive monitoring.

Inherent to hospitality facilities, HVAC and lighting control represent a large portion of ungoverned expenses. The cause of this escalating cost can be invisible to you, and the results can seriously affect your property's profitability and operational efficiency.

As Independent energy management integrators, we have experience working with various products, devices, software and vendors. All of us at SmartCon are determined to build a working relationship with trust and quality of performance as its foundation.

Let us make it easier for you.

The SmartCon Choice...

Our client representation includes the hospitality industry, healthcare facilities and university housing.

SmartCon is an approved energy management integrator for Marriott hotels.

SmartCon is currently contracted with the Mohegan Sun Resort hotel towers in Connecticut; The Ritz-Carlton, Boston; The AC Hotel/Marriott, San Francisco; The Kimpton Everly Hotel, Los Angeles; The Boston Marriott, Cambridge; The Delamar Hotel, Hartford; New York University and Chapman University, Orange, California, and many others.



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