

**2009 North America Automated Continuous Commissioning
Enabling Technology of the Year Award****Scientific Conservation, Inc.**

The 2009 North American Frost & Sullivan Enabling Technology of the Year Award for Automated Continuous Commissioning (ACC) Market is presented to Scientific Conservation, Inc. (SCI) for its accomplishments in successfully commercializing a software-as-a-service (SaaS) solution that is scalable, cost-effective and yields measurable returns. The company's SCIwatch™ software solution represents a premiere breakthrough in ACC that enables building owners to reduce annual energy costs by up to 25 percent.

Key differentiating features of SCIwatch™ include enhanced diagnostic capabilities and actionable delivery platform that allows seamless integration with other operational and mechanical systems. The unique technology enables highly accurate assessment of systems performance based on virtually unlimited number of independent variables. While competing products tend to emphasize more on reactive reporting capabilities, SCI provides an actionable maintenance and work order management platform enabling building owners and managers to work proactively and achieve significant energy savings.

Key Industry Challenges Addressed By SCIwatch™

The biggest challenge currently facing existing buildings in reducing energy usage is the lack of critical information on operating systems. Traditional building systems are characterized by highly proprietary offerings with limited ability to interoperate. As a result, conventional buildings suffer from the inability to communicate and intelligently manage the large amount of data that they possess, thus creating a demand for modernizing building automation systems. With its easy to use features and proven energy saving capabilities, SCIwatch™ successfully addresses the industry challenge. The software solution allows for predictive fault detection, reporting, timely diagnosis and prognosis capabilities for all connected buildings anywhere in the world from a centralised location.

The Decision Support Matrix, shown in Figure 1 illustrates the relative importance of each criterion for the Enabling Technology Award and the ratings for the top three competitors

Figure 1: Decision Support Matrix for Enabling Technology Award

Measurement of 1–10 (1 = lowest; 10 = highest)	Award Criteria						Weighted Rating
	Creation/Introduction of New Technologies and/or Products	Enhancement of Current Products	Ability to Get Into New Applications	Industry Standard; Market Acceptance Potential	Delivery of Technology to Market	End-user Transition and Recognition	
Relative Weight (%)	15%	20%	20%	15%	15%	15%	100%
Scientific Conservation, Inc.	9	10	9	9	10	9	9
Competitor 1	6	7	7	8	7	6	7
Competitor 2	5	6	5	5	7	6	6

Frost & Sullivan’s comparative analysis of technologies in the ACC market in 2009 revealed Scientific Conservation Inc. to have the highest rating.

Migrating Building Automation and Commissioning to the Next Level

SCI offers a highly scalable and uninterruptible vendor-neutral energy analytics platform that interfaces with varied building energy management system for automatic data collection, diagnostics, and work order management. The commissioning and retrofitting of building automation will experience a significant change by using SCIwatch™, resulting in operational ease to carry out tasks as well as energy savings. By combining core functionality such as operating systems and work management systems into a single, web-based software system, SCI provides an incredible value enhancement by bridging the gap between a building’s operational performance and maintenance aspects and provides a broader solution for the facility management environment.

SCIwatch™ was conceived to enable seamless integration with other operational and mechanical systems infrastructure of a building, such that operational performance can be enhanced with proper information exchange. In this respect, SCI represents a clear breakaway from most products and technologies in the industry that tend to impose varying degrees of proprietary restrictions within their

solutions. With the unique product offering, SCI has broken pertinent cost barriers to assess the proprietary and legacy data from different systems in a facility. Using SCI software solution allows building owners to choose from among the best-in-class vendors, resulting in a significant reduction in cost and time of deployment. Having anticipated the technical future of the building automation industry, SCI is focused on a promising road map with its product line woven around standard Information Technology (IT) infrastructure. SCI enables building owners and facility managers to deal with the layers of complexity found in buildings and provide a near future-proof integration infrastructure, that lend scalability to incorporate future evolution in building systems. This heterogeneous infrastructure enabled by IT standards creates more competition between technology vendors which allows for savings to be generated quickly. Additionally, SCI's close relationships with technology partners such as Microsoft and SAP have enable it to maximize its ability to leverage the latest technological innovations and best practices in the IT environment.

By solving existing issues such as cost barriers, proprietary solutions, reliability, and less-effective packaging, SCI enables building automation to reach new levels of functionality. To address potential integration challenges, SCI has embraced the "partner, learn, and solve" formula, in an effort to bring the disparate IT-centric and building-centric worlds closer together. The technology by SCI is not only being adopted by the integrators, but also by the OEMs and reseller partners to either implement the product 'as is' or build upon the existing user experience. This opens tremendous business possibilities for developers and property owners that can better utilize the incremental multiplier effect on more properties, as they are connected together under a universal interface to any building management system, metering or external data source.

Sound Roadmap for Commercialization

Sound investor support and credible executive experience combined with a strategic vision have been instrumental in contributing to the market acceptance of SCI and the service commitments enhancing its inherent capabilities. Forging the right alliance with key partners in the value chain has helped the company to gain thriving market penetration. Moreover it allows partners and clients to have more flexibility to target more specific end-user requirements and in some areas meet more stringent government regulations. In addition, the company is involved in creating awareness among industry stakeholders to propagate its value proposition more effectively.

In order to conserve energy and money, it is imperative that proper information management architecture is in place, which makes the information actionable and

definable. SCI capitalizes on cost effectiveness while at the same time offering a comprehensively customized package of unique features for smooth functionality. The company has found its niche in the emerging software-based ACC solutions market by offering a product that augurs well with the industry's emerging requirements, while having to its credit the profile of being the only participant in the market to successfully do so.

Conclusion

Through its disruptive technology, SCI enables customers to reap the benefits arising from integration of automation and control systems and maximize the value of time sensitive information in a building. This revolutionary concept not only facilitates simplification of the process of connectivity and integration, but also makes building management easier for the end users, thereby creating powerful solutions and sound technology to build bridges between systems and devices. SCI has demonstrated enabling technology excellence by implementing timely, integrated system information for its customers allowing them to make intelligent decisions regarding its operation and maintenance. The aforementioned factors make Scientific Conservation, Inc. the deserving recipient of the 2009 Frost & Sullivan Enabling Technology of the Year Award for Automated Continuous Commissioning market.

Award Description

The Frost & Sullivan Enabling Technology of the Year Award is presented to a company that has developed a technology that can benefit or revolutionize the industry.

Research Methodology

Before considering the recipient of this Award, the analyst team tracks market participants' technology innovations through ongoing market research, market interviews, and extensive secondary and technology research.

Measurement Criteria

In addition to the methodology described above, there are specific criteria used to determine the final rankings. The recipient of this award has excelled based on one or more of the following criteria:

- Degree of technology adoption in industry product lines or strategies
- Potential of technology to become an industry standard or degree of acceptance in the market place
- Impact of technology in terms of shifting market R & D focus
- Industry participant recognition of the company's leadership in this technology
- Established capabilities of the company to deliver this technology to the market
- Market share growth through the successful introduction of technology to the market
- Dissemination of information on technology benefits and potential for quick acceptance by the market
- Transition of end users to this technological advancement

About Best Practices

Frost & Sullivan Best Practices Awards recognize companies in a variety of regional and global markets for demonstrating outstanding achievement and superior performance in areas such as leadership, technological innovation, customer service, and strategic product development. Industry analysts compare market participants and measure performance through in-depth interviews, analysis, and extensive secondary research in order to identify best practices in the industry.

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