



September 26, 2014

## WEEC Attendees Learn from Trane How to "Hear" a Building and Translate Data into Actionable Information

### Trane showcasing solutions to help customers optimize energy savings

Washington, D.C., Sept. 26, 2014 - [Trane](#), a leading global provider of indoor comfort solutions and services and a brand of [Ingersoll Rand](#), will discuss and showcase offerings to help customers optimize energy savings at the [World Energy Engineering Conference](#) (WEEC), held Oct. 1-3 at the Washington Convention Center, Washington, D.C. A specialist from Trane will discuss how to "hear" what a building has to say and how to translate that data into actionable information through three real-world examples at the conference. Trane is a silver sponsor of the event.

**Terry Bickham, director of energy services and solutions in the Energy Services and Controls Group at Trane**, will discuss current technologies that offer ways to assess and prioritize opportunities to reduce energy costs while demonstrating operating improvements, allowing users to visualize results. Facilities teams can save time and be more effective with tools that apply the data in scalable, vendor-neutral ways and that provide an easy mechanism to simplify technical issues for various stakeholders.

The presentation will feature the analysis of three office buildings in very different climate zones (Texas, Washington, D.C., and Minneapolis) and identify energy conservation measures recommended or discerned from the analysis. The expectations of impact/impact of work completed will be used to examine how the methods might be applied to attendees' situations.

From an understanding of data acquisition and conversion to information, the presenters will demonstrate the quality and quantity of analysis that can be completed, relating even single metering points to facility operations and the enormous potential of advanced data visualization tools.

#### Presentation details:

Title: Bigger Data - Better Buildings - Smarter Performance: Using Data Tools to Target and Visualize Success

When: Thursday, Oct. 2, 4-4:30 p.m.

Where: Room 146B, Washington Convention Center/Hall A, Washington, D.C.

Trane will also showcase the following offerings at its booth, #501, at WEEC:

- **Fellon-McCord**, a new Trane affiliate in global energy management and sourcing solutions has more than 20 years of experience serving commercial, industrial, institutional and government customers. Its energy supply procurement and management services expertise expand Trane capabilities in supply-side energy management.
- **Trane Energy Performance**, a suite of web-based applications allowing building managers to track performance, spot inefficiencies and address them via any web-enabled device and includes a comprehensive, yet simple, visual dashboard.
- **Trane Tracer™ Controls**, a building automation system that provides an open, web-enabled, optimized, mobile and cloud-enabled platform to help building managers see and act on their building data.
- **Assessment with Energy Optics**, a tool that helps building managers make well-informed decisions about opportunities within their buildings to improve efficiency through a three-dimensional graphic depiction of energy use.

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#### About the World Energy Engineering Conference

The World Energy Engineering Conference (WEEC) held Oct. 1-3, 2014, at the Washington Convention Center, in Washington, D.C., is an energy event of national and international scope for end users and energy professionals in all areas of the energy field. This comprehensive forum helps energy professionals assess future trends in energy supply, new technologies, regulatory developments and industry trends. It covers the total spectrum of energy management and alternative energy technologies for the commercial, institutional, industrial and government marketplace.

**About Terry Bickham**

Terry Bickham currently serves as the director of energy services and solutions in the Energy Services and Controls Group at Trane. Over the last three decades, he has driven success with initiation to completion energy projects and leadership of technical/operations programs and teams. Focused around energy and operational performance, his experience spans business development, sales support, project engineering, offer development, financial modeling, risk management, client relationship excellence, construction and commissioning as well as continuing operations management. Bickham has been the national services director for an energy services company, an energy engineer and trainer with a number of firms, as well as energy manager for a multi-national plastics firm. He holds a degree in engineering from the U.S. Naval Academy.

**About Ingersoll Rand and Trane**

Ingersoll Rand (NYSE: IR) advances the quality of life by creating comfortable, sustainable and efficient environments. Our people and our family of brands — including [Club Car](#)<sup>®</sup>, [Ingersoll Rand](#)<sup>®</sup>, [Thermo King](#)<sup>®</sup> and [Trane](#)<sup>®</sup> — work together to enhance the quality and comfort of air in homes and buildings; transport and protect food and perishables; and increase industrial productivity and efficiency. We are a \$12 billion global business committed to a world of sustainable progress and enduring results. Trane solutions optimize indoor environments with a broad portfolio of energy efficient heating, ventilation and air conditioning systems, building and contracting services, parts support and advanced control. For more information, visit [www.ingersollrand.com](http://www.ingersollrand.com).or [trane.com](http://trane.com).

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