

VENSTAR'S SKYPORT CLOUD SERVICES GIVES LOMACK REMOTE ACCESS TO CUSTOMERS' WI-FI THERMOSTATS AND A NEW REVENUE STREAM

CHALLENGE:

Gain remote Access to Customers' Wi-Fi Thermostats

Based in Northern San Diego county, Lomack Service Corp. provides HVAC services to residential and light commercial customers such as retail shops, medical offices and small manufacturing plants. In business since 1961, Lomack has been owned by Mark and Morgan Wildonger since 1990.

Mark was challenged with finding a way to remotely monitor and control his customers' HVAC units and gain visibility into their energy usage. To resolve these concerns, he turned to Venstar's Wi-Fi® thermostats with Skyport® Cloud Services.

SOLUTION:

Access Skyport Cloud Services for Remote Thermostat Management

With Venstar's Skyport Cloud Services, Mark and his staff are able to remotely access their customers' commercial and residential Wi-Fi thermostats. The Lomack team can access Skyport Cloud Services directly from the Web or use the free Skyport Mobile App on their smartphones and tablets. Having a choice of the web browser and mobile app to access their customers' thermostats makes it easy for them to manage thermostats from wherever they are.

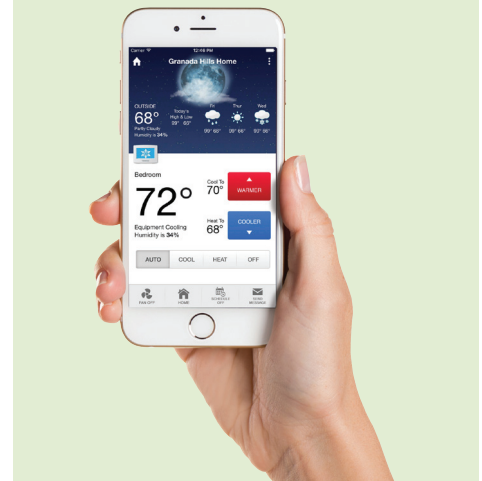
Venstar's Skyport Cloud Services is intuitive and has robust features, giving the Lomack team the ability to remotely manage security and program temperatures and schedules. For some customers, the Lomack team uses Venstar's Wireless Temperature Sensors (ACC-TSENWiFi) to monitor supply air temperatures coming from the HVAC equipment, which enables them to track the health of the HVAC equipment. Using a Wireless Temperature Sensor, they can also check room temperatures in areas where there is no ability to pull new wires for thermostats.

For example, the Lomack team helped a medical facility customer significantly reduce energy costs by remotely programming their Wi-Fi thermostats to improve energy efficiency. Prior to having Wi-Fi thermostats, the customer's HVAC was running seven days per week, 365 days per year. Using Skyport Cloud Services, Mark remotely programmed the Wi-Fi thermostats to run only when the facilities are occupied and not during weekends and holidays. He also set up security settings so that medical facility employees cannot take the thermostats out of the program mode without his knowledge and potentially run up the energy usage. And, he made all these changes from his office computer without needing to make a service call.



About SKYPORT CLOUD SERVICES

Venstar's free Skyport Cloud Services allow users of Venstar's ColorTouch® and Explorer® thermostats to use the free Skyport Mobile App on their Apple iOS and Android® mobile devices or directly from the Web to instantly access and control multiple thermostats at numerous locations.



RESULTS:

Skyport Enables Remote Access and New Revenue Stream

In addition to having remote access to customers' Wi-Fi thermostats, using Venstar's Skyport Cloud Services provides a new revenue stream for Mark's HVAC business. His team is able to upgrade their customers' older thermostats to new Wi-Fi thermostats to provide energy management services. It also helps Lomack reduce call-back costs by not having to unnecessarily dispatch trucks since they are able to remotely access customers' Wi-Fi thermostats.

"Having remote access to our customers' Wi-Fi thermostats lets us make sure their HVAC is working correctly without making a service call. We are able to look at all of our accounts by computer, smartphone or tablet and instantly make adjustments," Mark explained.

"Using Venstar's Skyport Cloud Services also provides a new revenue stream for our company, enabling us to remotely monitor the health of our customers' HVAC equipment for a monthly fee," said Mark. "The Wi-Fi thermostats provide security while still giving on-site employees the ability to adjust the temperatures a few degrees up or down."

"Our customers are very pleased that their energy costs are lower. In many cases, they see a significant decrease on their energy bills," he added.

About Lomack Service Corp.

Based in Northern San Diego county, Lomack Service Corp. provides HVAC services to residential and light commercial customers such as retail shops, medical offices and small manufacturing plants. In business since 1961, Lomack is owned by Mark and Morgan Wildonger. Mark uses Venstar's Skyport Cloud Services to remotely control Venstar Wi-Fi thermostats, including Explorer commercial and residential thermostats. Lomack Service Corp. has been installing Venstar thermostats since 1998. Mark appreciates their reliability, ease of installation and simple feature set that makes programming fast and easy



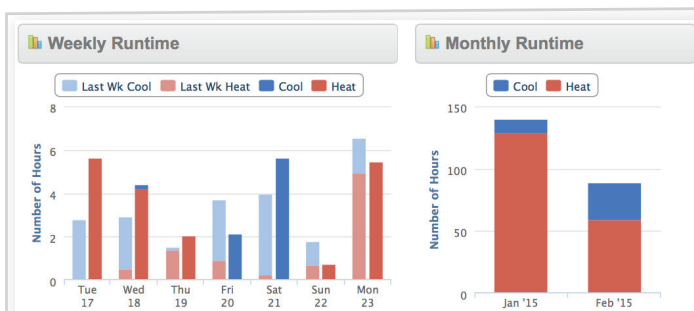
Mark Wildonger, Owner, Lomack Service Corp.

"With Venstar, we can deliver indoor comfort and energy savings to benefit small and medium-sized businesses."

*– Mark Wildonger, Owner,
Lomack Service Corp.*

About Venstar

Founded in 1992, Venstar Inc. is a leading thermostat and energy management system (EMS) manufacturer, known for providing value to its customers via ease of use and installation, proven cost savings, improved energy efficiency, quality and reliability. Venstar is one of the largest thermostat suppliers in the world and designs and produces Venstar-branded products, as well as OEM thermostat products for the biggest names in HVAC. Venstar's Surveyor is a leading energy management system, typically saving small-box retailers 25-35 percent of their energy costs, which translates to tens of millions of dollars in savings each year and dramatic reductions in CO₂ emissions. Surveyor currently controls the energy usage of 25,000+ retail locations across the United States, Canada, Puerto Rico and Mexico.



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