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## CASE STUDY

OCTOBER 2017 - JULY 2018

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# MINTFLOWER PLACE

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### THE BRIEF

To design and implement new HVAC, LED lighting and Fire Protection mechanical systems for the entire Mintflower Place.

### THE CHALLENGES

Mintflower Place is home to a diverse group of clients, each with very different needs, including standard office space, a gym and a dentist's office and treatment rooms.



I wouldn't hesitate to use AIRCARE in the future. They're responsive to any issues and really understand that our tenants' happiness and cost efficiency are key to our success, so work proactively to design solutions that exceed our goals.

- Mintflower Holdings

### THE GOALS

- To reduce energy costs for the building owner and tenants
- To improve reliability of all systems, minimising the chance of equipment failure (especially during summer months)
- To provide increased environmental control to tenants, enabling them to better define the comfort levels of their spaces and achieve long-term savings to improve the building experience for all tenants and their customers
- To reduce the environmental footprint of the entire building
- To ensure a long-term solution with minimal system deterioration
- To establish a partnership relationship for long-term maintenance and support

### PROJECT ACHIEVEMENTS

- 33% decrease in energy costs
- Total replacement of HVAC, LED lighting and fire protection systems
- Minimal disruption to tenants
- Fewer call-outs
- Increase in environmental efficiency
- Improved tenant experience
- 6 months from initial consultation to final completion



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The result was a huge reduction in energy usage, lower service costs to all of our tenants and a more efficient building for the long-term. Investing heavily in this sort of work is always a big leap to take but, in this case, working with AIRCARE has made it a value-added process which we're delighted we undertook.

- Mintflower Holdings

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## OUR APPROACH

We began with detailed planning as well as speaking to individual tenants to understand their specific needs for controlling their environments. In addition, an independent Energy Auditor was used to ensure that no stone was left unturned in the crucial design stage.

The work was phased to maximise completion speed of individual projects, delivering the HVAC and LED solutions in tandem before the Fire Protection systems.

Finally, almost all of the work was conducted outside of tenants' business hours to minimise disruption to their daily operations and customer experience.

## THE RESULTS

The combined installation of the Daikin VRV system and LED lighting throughout Mintflower Place has resulted in a 33% decrease in energy costs to date. Not only were the tenants pleased with the process and level of personal support they received, but the building owner has been able to provide a more energy-efficient building for improved cost efficiencies and environmental benefits long-term. 18 months later, there are far fewer call-outs for issues and AIRCARE continues to partner with the client to maintain and continually improve the system to maximise its lifespan and reliability.

## WHY AIRCARE?

The Mintflower case study is proof of how AIRCARE lives by two core values: the importance of respecting each client's individual needs as well as the importance of working in partnership with a client to deliver the best possible results. There is no cookie cutter approach to client relationships or to the provision of mechanical systems. With energy efficiency and reliability as the key drivers for the installation or upgrading of any mechanical systems, AIRCARE's customers benefit from our ability to carry out energy audits before committing to an upgrade. We empower customers to make the best possible choices by clearly demonstrating long-term cost savings before a contract is signed. Our flexible approach means that clients may carry out a single, sweeping upgrade to their mechanical systems or set up a series of staged improvements. Either way, AIRCARE will partner on their journey and provide exceptional service with expert attention to detail.

At AIRCARE, excellence is everyday.

