# M2G Cloud Connect

## Making a visible difference

# Unique Global Energy reduction solution

**sabien**

**managingcarbon**™
through energy reduction



**M2G Cloud Connect delivers instantly, real time visible energy savings and analytics, for new and existing installations.**

**Directly address the 92% of non-electrical consumption attributed to space heating / hot water in commercial buildings / venues which must be reduced to achieve: NetZero, ESG and reporting commitments.**

**Specifically designed to enhance, integrate, compliment existing controls performance.**

**Instant savings, view your saving performance: Single Boiler / Plant / Building / Estate, locally and Globally.**

**Acquisition data could be integrated via API, into your Energy Bureau / dashboard services.**

**Facilitating, holistic forensic plant performance review of your plant and controls never seen before.**

# Operational Delivery

## Savings Last 365 Days : 455,171 KgCo2e

- Design Opportunity
  - Cloud connect solution
  - Visibility / Accelerate adoption
  - Analytics
  - Stakeholder engagement

- Go to market
  - Direct
  - Partners and Alliance with fit, drive, presence and plan

- System and Process
  - World class project delivery

- Market / Service expansion
  - Global Accounts
  - Holistic Analytics
  - Cloud / API / AI / Big Data / Bureau service
  - Complete energy solution

- District Heating / Residential
  - SAP push (City Energy / EDF / BRE)

- Service Supplier / Recurring revenue
  - Reporting / SAS delivery
  - M&V / ESG solution / Carbon Offset

**Next Generation solution**

✓ New markets / expansion

✓ New bespoke technology

✓ Scale costs 3 into 1

✓ Real estate / board size

✓ Production / logistics / Installation



Indicative size

# Challenging Headwinds

**Global component shortage**
- Redesign FFF / Processor
- Multiple System solution
- Allocation / 52-week LT

⬅ System Integration / Multi source / Operational cost management

**Stakeholders move / leave**
- Ground Zero project reset
- Authority and Focus
- Organisational synergy

⬅ Instant solution / Market expansion / Solution for all stakeholders

**Industry cohesion**
- Collaboration
- Fear / disinformation
- Complexity of operational delivery

⬅ Visible value to all stakeholders

**Client Reach**
- Direct Sales and Marketing vs Asset availability
- Cost management / Contract fulfillment

⬅ Sales and Marketing investment

# UK Market opportunity

**Total Available Market**

9 million UK boilers

**Inefficient UK Boilers[1]**

➢ 9 million UK boilers classed as inefficient

**Serviceable Available Market**

3.7 million boilers

**UK Non-domestic Buildings**

➢ 1.8 million UK non-domestic buildings[2]

➢ 3.7 million boilers (average of 2 boilers per building)

**Serviceable Obtainable Market**

2.8 million boilers

**UK Non-domestic buildings with the largest share of non-domestic building energy consumption[3]**

➢ 1.4 million UK non-domestic buildings

➢ 2.8 million boilers (average of 2 boilers per building)

[1] Source: Heating & Hotwater Industry Council (HHIC), https://www.hhic.org.uk/news/a-great-way-to-start-the-energy-efficiency-conversation-1-week-since-retro-boiler-label-launched
[2] Source: Non-domestic National Energy Efficiency Framework 2020
[3] Buildings include Factories, Offices, Shops, Hospitality Venues and Warehouses

# Global Reach / Local Control
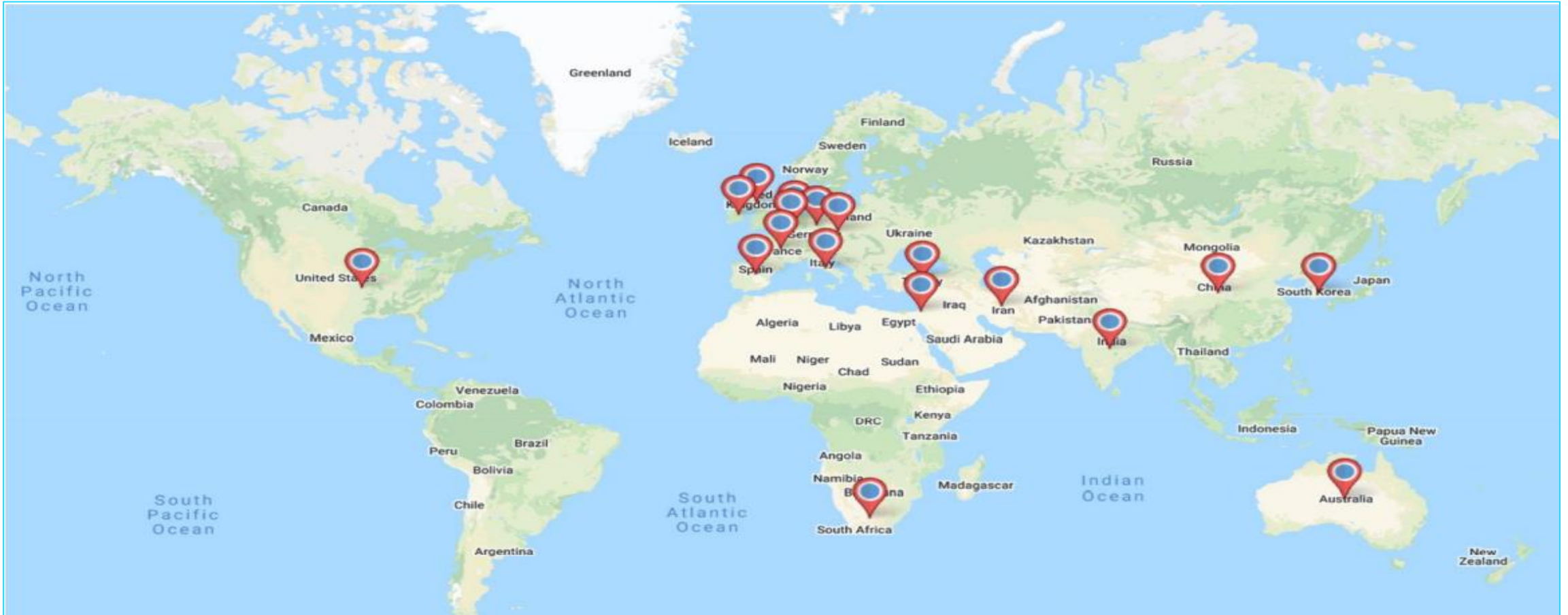


✓ M2G in 18 Countries across 15 industries
✓ M2G Cloud connect delivers macro global estate & single asset visibility in a

Uniquely solution for All stakeholders at All levels
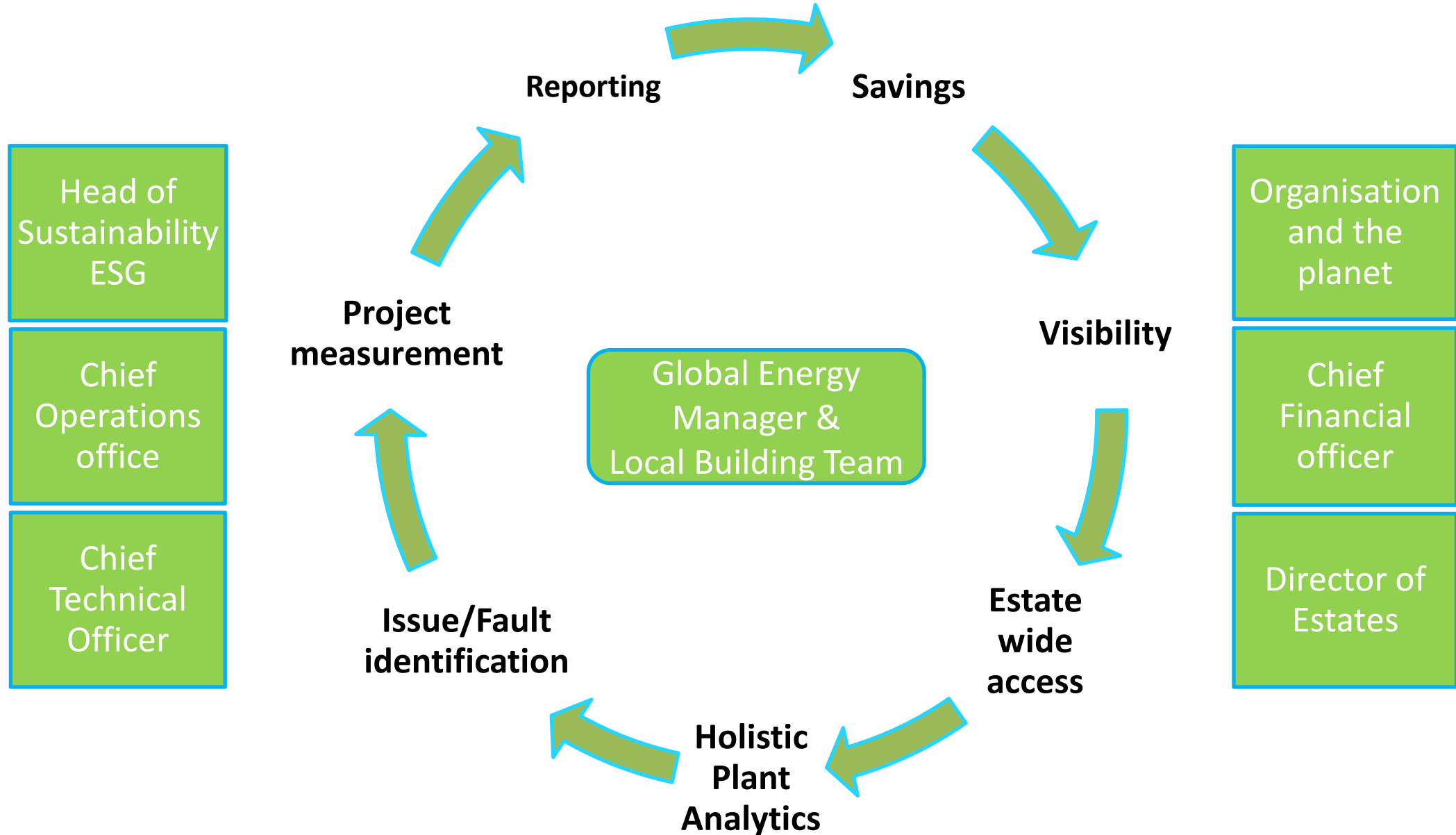
# Distribution Channels and Customers

**Distribution Channels**

**United Kingdom**
- ☐ Direct to clients
- ☐ Facilities Management Organisations
- ☐ Property Management Organisations
- ☐ Energy Supply Organisation
- ☐ Consultancy Organisations
- ☐ Data solution providers

**Outside UK**
- ☐ Tech Centres
- ☐ Distribution / Installation Partners

| Sector | Industry | Customers selection |
|---|---|---|
| Public | Healthcare | NHS |
| | Local Authority | Lincolnshire County Council; Salford City Council |
| | Banking & Finance | BANK OF ENGLAND |
| | National Government | Ministry of Justice; Department for Environment Food & Rural Affairs; Ministry of Housing, Communities & Local Government; Department for Business, Energy & Industrial Strategy |
| Private | Estate Management | CBRE; JLL; serco; ENGIE |
| | Media and Technology | vodafone; BT; Virgin media; ERICSSON |
| | Banking & Finance | RBS; LLOYDS BANK; HSBC |
| | Pharmaceutical | BARD; AstraZeneca |
| | Energy Providers | CityEnergy; TUTUM ENERGY; amber; prema energy; EDF ENERGY |

# Immediate visible savings



**B:** 24hrs later = 25% saving Gas / OPEX / Co2

**A:** 2hr Installation

# Unique Bespoke Forensic Analytics

M2G identifies dry cycling and enters save mode each firing cycle

Savings identified 82% of time

**SABIEN**

| Choose Field | | |
| DAY WEEK MONTH YEAR |

**1020**
*Boiler Fires Saved*

1247
1020

Boiler Fires

**1641**
*Carbon indicative Saving kg*

9235

1641

Carbon Footprint

**9005**
*kWh indicative Reduction*

0306

9005

Reduction in kWh
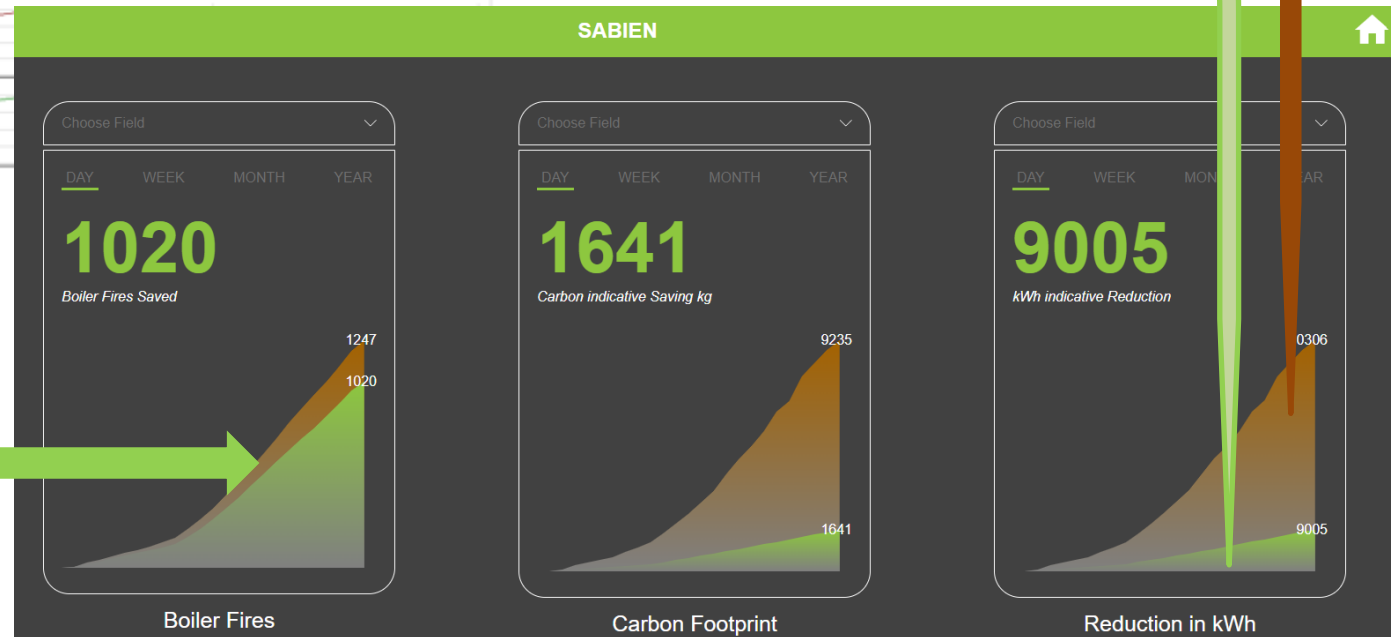
# What Clients and Partners say……

- **HM Govt**; Annual report MoJ: *"The installation of Sabien M2G boiler optimisers is delivering **payback in under three months** and has proved a simple and cost-effective method of reducing gas and oil consumption.*

- **NHS**; Climate change report: *"NHS Lanarkshire installed Sabien M2G boiler optimisation controls across a range of properties resulting in significant **cost savings estimated at over £300,000** and emission reductions of over 5,000 tCO2e per annum.*

- **CBRE**; Energy & Sustainability Technical Director: *"**This really is a no brainer**, Putting these on boilers now will help to 'right size' the gas consumption"*

- **Engie**; Business Energy & Services UK & Ireland: *"We thought Sabien as a whole are **one of the best sub-contractors we have worked with.**"*

- **Jones Lang LaSalle**; Portfolio Energy Manager for EMEA *"The energy **savings that the M2G can deliver have been fully validated** so we now have complete confidence in recommending it to our customers."*

- **Wates**; Regional facilities management *"**This is the best innovative energy reduction product we have installed**"*

- **Bouygues Energies & Services**; Regional Energy Manager *"We're already benefitting from M2G savings and I'm **looking forward to upgrading to the M2G Cloud connect** so I can see my savings to help scope 1 reporting"*

- **School**; *Estates Manager: "'Great stuff, **immediate savings evident**, which is nice to see"*

- **RFU Twickenham**; Head of Venue Facilities *"Available forensic plant analytics **allows us to identify further savings** opportunities and solve existing challenges."*

- **FMI Group Services**; Head of M&E Contracts & Director ECG Maintenance: *"We've worked with BMS and control systems for years and **haven't seen anything like this**, especially with this detail, it's very very good".*

# Sabien M2G IoT Cloud Connect Analytics
## Delivering an instant 82.6% Saving

- From the M2G Cloud data, Sabien's Forensic Boiler Performance Analytics Team identified that the boiler/s were firing continuously for >4 Hrs without reaching boiler set point temperature?
- This showed an abnormal heating load during summer months.
- It was suspected and identified the heating load was due to a control issue on the AHU's heating and cooling batteries interlocks and or BMS strategies for AC re-heat?
- Recommended changes executed by client and consequently, the dashboard shows the control strategies were changed and solved the issue.
- The M2G is still delivering good savings and resolving the control issue identified has led to the following reduction in energy / reduced gas consumption.
  - From 6th July the boilers would typically fire for 397 minutes per day = 1911.55 kWh before changes had been made.
  - From the 28th July the data now shows that the boilers would typically fire for 69 minutes per day = 332.23 kWh
- Client realised an immediate 82.6% gas reduction

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# ESG Solution portfolio Global inclusion

Energy Management

ESG Brochure

**CBRE**

ESG Sub-Category

# Sabien: M2G Cloud connect. Instant Co2 reductions

Instant, visible energy and carbon reductions are delivered real time. View individual boilers, buildings or worldwide estates to facilitate a unique level of carbon management. Additionally, plant forensic analytics allows partnership to further accelerate delivery to your ESG ambitions.

Sabien has been delivering fossil fuel savings solutions for 17 years. Awarded The Green Economy Mark by the London Stock Exchange in 2021 to aid companies ESG investment decisions. Only 86 of the 2,600 companies listed have this award.

**SUPPLIER KEY ACCOUNT MANAGER:**
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**SUPPLIER SERVICES:** HVAC

**GEOGRAPHICAL COVERAGE:**
National/Global

**SUPPLIER STATUS:** Preferred

**CBRE ACCOUNT CONTACT:**

## Product Description & Features

M2G Cloud connect solves dry cycling on your boiler plant and delivers on average, a 12% energy and carbon saving. Savings are instant and the solution is installed non intrusively, in 2hrs by a Sabien Engineer. There is no down time to your plant and no changes are made at any time to the building control or plant settings. A dashboard delivers complete visibility allowing you to manage your carbon on each boiler across the estate or worldwide.

M2G Cloud connect, on average, makes a saving intervention in 83% of instances that the building management plant control system calls the boiler to fire.

## Value Proposition

M2G Cloud connect delivers visible savings to manage your carbon. The solution facilitates forensic plant analytics to finally visualise and step change plant efficiency objectively. Critically, the solution delivers visually for all your ESG stakeholders throughout the organisation from the plant room to the Board, Investors and Shareholders.
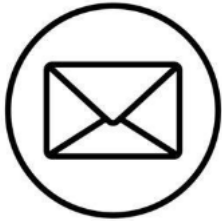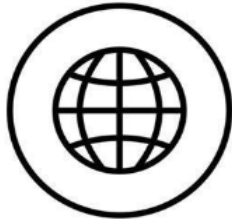
# Contact us

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