



National Retailer Improves Comfort and Captures Millions in Energy Savings with No Capex, Drives Free Cash Flow

THE PROBLEM

A national big box retailer sought to reduce energy costs without any new capital expenditures. Demand charges comprise on average 40% of the retailer's energy bills. The retailer had no solution in place for managing demand charges, allowing equipment to turn on and off without regard to the effects on overall energy costs.

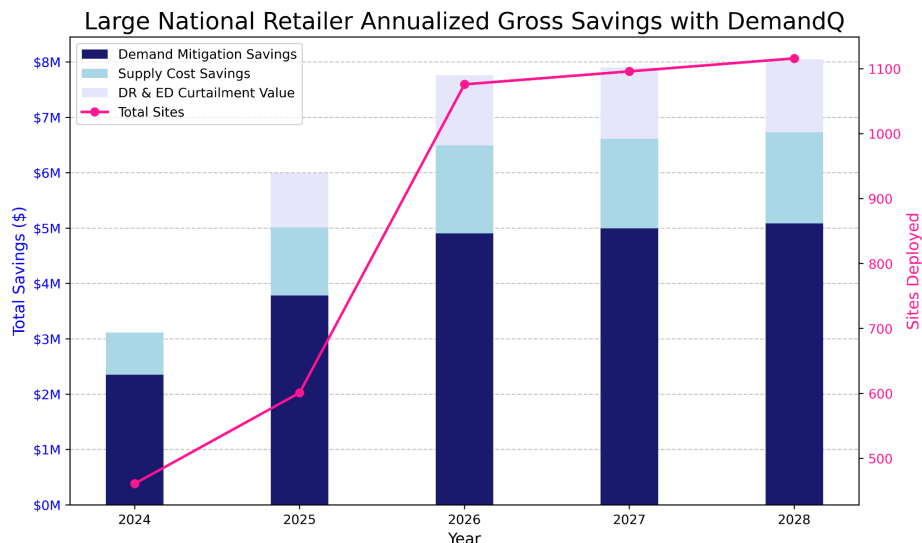
THE SOLUTION

DemandQ implemented its demand charge mitigation solution, which required no up front fees or capital expenditures. Deployment was executed across hundreds of locations by DemandQ connecting to a central Building Automation control system. DemandQ optimized the deployed sites over the course of several weeks and then initiated control of energy subsystems, primarily HVAC.



RESULTS

- Overall demand (kW) was reduced by 8.2%, HVAC demand was reduced by 17%
- Power (kWh) usage was reduced by 4%, delivering additional electric savings
- Realized \$3.1 Million in demand/supply cost savings across 461 sites in 2024
- Expansion to hundreds of additional locations is underway for 2025
- Automated Demand Response is being launched in 2025 for full 2026 rollout



DemandQ Anticipated Savings

\$33M

Total Gross Savings over 5 Years

\$30M

Total Net Savings over 5 Years

17%

Cooling Demand Reduction with DemandQ

4%

Energy Usage Reduction with DemandQ

About **DEMANDQ**

DemandQ's patented technology optimizes the way that systems and appliances access power from the grid. Our cloud-based, AI driven systems and services seamlessly integrate with existing building automation systems, renewables/solar, and energy storage to deliver direct energy savings. In addition, DemandQ's online reporting provides detailed insight into critical business operations. DemandQ's products and services are deployed in an array of vertical markets that include telecommunications, retail stores, data centers, commercial real estate, institutional and educational campuses, and government facilities.