Air Quality as a Service:
Optimizing air quality; achieving sustainability goals; addressing deferred maintenance.

- Use operating funds instead of capital funds
- Ideal for institutions with considerable unlocked energy savings and a desire to improve their facilities in a strategic manner
- Often cash flow positive
- **Owners:** tackle building requirements in a strategic and economical manner
- **Occupants:** easily implemented for assurance of safe and productive environments
- **Operators:** preserve capital for projects or emergencies while still achieving near and longer term goals

Aircuity uniquely unlocks savings across portfolios of buildings, allowing owners and operators to lower operating costs and ensure the safest, most productive and sustainable building environments in the world.

What do the savings and cash flow look like for a project or campus-wide program using AQaaS?

High Variable Occupancy or Lab Building[1]		
AQaaS Payment	Savings	Cash Flow
$119,048	$185,085	$66,138

Project Above + Deferred Maintenance[1]		
AQaaS Payment	Savings	Cash Flow
$238,095	$208,333	($29,762)

Campus-wide Program Example[2]		
AQaaS Payment	Savings	Cash Flow
$1,162,790.70	$1,190,476	$27,685.49

1. This example uses 1 building.
2. This example uses 15 buildings and includes projects noted in the first two examples.

AQaaS solves the cost of waiting penalty. Waiting to implement is on average 2.5 times worse off financially than doing AQaaS now!

AIRCUITY®
Accurate ventilation for healthy, sustainable buildings. | AQaaS™

Addressing the macro trends of air quality, sustainability and completing deferred maintenance projects Aircuity now offers more flexible business models. Programs and financing are structured specifically around the needs of each client.

Business Models	Description	Post-lockdown adoption
Air Quality-as-a-Service (AQaaS)	This is a new procurement option which allows customers to quickly adopt and deploy air quality monitoring and ventilation control by turning a larger capital spend into a monthly operating cost over a fixed term. This provides the benefit of eliminating the upfront capital and providing a low recurring fee that can be offset via both operational and energy savings, making it cash flow positive in many cases.	While a few customers were exploring this option before the on-going pandemic, interest in this model has gained momentum in the past six months, largely driven by commercial real estate and higher education institutions looking for ways to reassure their constitu-ents that they can return safely while doing so as eco-nomically as possible.

Source: CABA Intelligent Buildings and COVID-19 2021 Report

Creating healthy and sustainable environments for the future.

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