



**Customer:** National Bank of Arizona

**Location:** Prescott, Arizona

**Industry:** Banking

#### Challenge:

Lighting, HVAC Control  
Operational Visibility  
Remote Monitoring

#### Solution:

Daintree ControlScope

#### Result:

Over 10,170 KWh energy  
savings per branch  
ROI < 2 years  
Accurate visibility into energy  
usage and savings

## National Bank of Arizona Achieves Huge Energy Savings

ControlScope Solution Showcases Multi-Application Capability - Automates HVAC, Interior & Exterior Lighting; Delivers Most Energy Efficient Branch

### Business Challenge

National Bank of Arizona (NBAZ) is a full service financial institution with offices and branches in over 50 Arizona communities. With an aim to establish NBAZ as a leader in energy efficiency and renewable energy, Jason King, Vice President of facilities and maintenance had ambitious goals to operate facilities efficiently, minimize Lighting & HVAC spend without sacrificing comfort and manage sites remotely. The staff took a hard look at bank's portfolio of sites and came up with plan to reduce energy consumption by deploying efficient lighting, state of the art variable refrigerant flow (VRF) air conditioning and energy management system (EMS). The key requirements were:

- Lighting and HVAC control from single software
- Visibility into real time operation & reporting
- Ease of installation, minimal operational disruption

### Solution

Based on recommendations from LG Electronics, the bank's vendor for Lighting and HVAC system, Jason looked into Daintree's ControlScope offering. A thorough analysis based on trials of alternative solutions proved that ControlScope had the lowest installation cost, offered most comprehensive control and the software was very easy to use with an intuitive user interface. The use of standards based technology was crucial for NBAZ since it offered choice of vendors for end devices and ensured fair pricing.

According to Jason, only Daintree offered multi- application control of Lighting and HVAC system and hence selected to be deployed at the bank's Prescott location. "ControlScope offers the ability to put the Prescott site to sleep once employees go home and wake it up before the employees are back for normal business hours delivering automatic energy savings."

OVER  
**10,170** KWh  
Energy Savings  
Per Branch



“You can not manage what you can not measure. Daintree’s ControlScope provides wireless control and real time energy consumption enabling NBAZ to measure, manage and optimize energy and embrace efficiency”.

### **Jason King**

*Facilities Manager, VP*  
National Bank of Arizona

### **Next Steps**

NBAZ is using ControlScope to manage all lighting and HVAC system at their site in Prescott, Arizona. The bank has plans to roll out ControlScope solution across other locations and leveraging Daintree system for additional applications such as Plug Load and Fan control.

By using the global ZigBee standard rather than proprietary technology, ControlScope interoperates with any ZigBee standard product and offers a future proof platform that can be expanded to include other applications like Plug Load, environment sensors and Fan Control.

### **Fast Installation**

Deploying an EMS system involves elaborate wiring that takes days causing operational disruption and customer inconvenience, not acceptable in a banking environment. Daintree wireless solution eliminates complex wiring, installs quickly and delivers about 50% cost savings over hard-wired solution. The installation at the three thousand square foot Prescott facility was completed in less than two days, saving bank precious downtime and money.

### **Real Time Visibility into Energy Consumption**

Before deploying the Daintree solution, Jason relied on monthly utility bills to track site energy consumption. This reactive approach was causing unnecessary waste and leading to excessive energy bill. With ControlScope Jason is able to monitor site remotely, have granular detail down to individual device and take action immediately based on the real time information and reports.

By implementing Daintree’s ControlScope solution, Prescott became the most energy efficient branch among seventy two sites. The ControlScope solution has enabled Prescott site to have:

- Automatic interior, exterior and ATM Lighting managing 13 lighting zones controlling LED fixtures
- Automatic HVAC managing 9 thermostats controlling VRF air-conditioning system
- Real time reporting and email notification for malfunction

### **Business Results**

Daintree’s Networks has helped NBAZ achieve its goal of deploying a future-proof building energy management solution. ControlScope has delivered over 10,170 KWh in energy savings with an ROI less than 2 years. The solution helped NBAZ to achieve efficient HVAC, interior and exterior lighting and exceed cost saving goals.