

# 6 initiative



## Initiative 6: Decision Support Tools

**Introduce a simplified way to identify current CO<sub>2</sub> output from legacy systems.**

**Draw direct comparisons between efficient and less efficient system designs.**

**Make sustainable specification processes easier through IT implementation.**

Over the last few years Mitsubishi Electric LES has invested heavily in both fixed and mobile information technology systems to support business systems and the integration of:

1. Quotation specifications
2. Final equipment specification
3. Delivery information
4. Installation & commissioning records
5. Service visits
6. Warranty claims & documentation

This existing infrastructure helps the Company advance these solutions towards a more environmental focus as the Company implements the Green Gateway Initiative.

### **Introduce a simplified way to identify current CO<sub>2</sub> output from legacy systems.**

The installed base of air conditioning equipment has an obvious tipping point of efficiency as detailed earlier in this document. Identifying older and less efficient equipment normally only happens when a system has failed or is due to be replaced as part of a refurbishment.

There are many legacy systems installed in the UK – many are beyond their useful life, many are contributing unnecessarily to CO<sub>2</sub> emissions.

Mitsubishi Electric LES previously developed a mobile (handheld) system for on-site specification development and the recording of system data for warranty – the software that runs on Palm OS is called CLB Mobile.

As part of the Green Gateway Initiative the Company will shortly launch new software for this platform that will enable the Mitsubishi Electric LES and its Partners to produce short-form on-site audits of the installed equipment to identify the CO<sub>2</sub> output and the energy consumption of the site or property.

The Company intends to make these devices and the associated software pervasive so that all individuals that are familiar with (or trained on) the system can identify sites that have an unnecessary contribution to CO<sub>2</sub> emissions and therefore are prime candidates for legacy equipment swap-out.

The table on the following page details the simplified data output of the system:

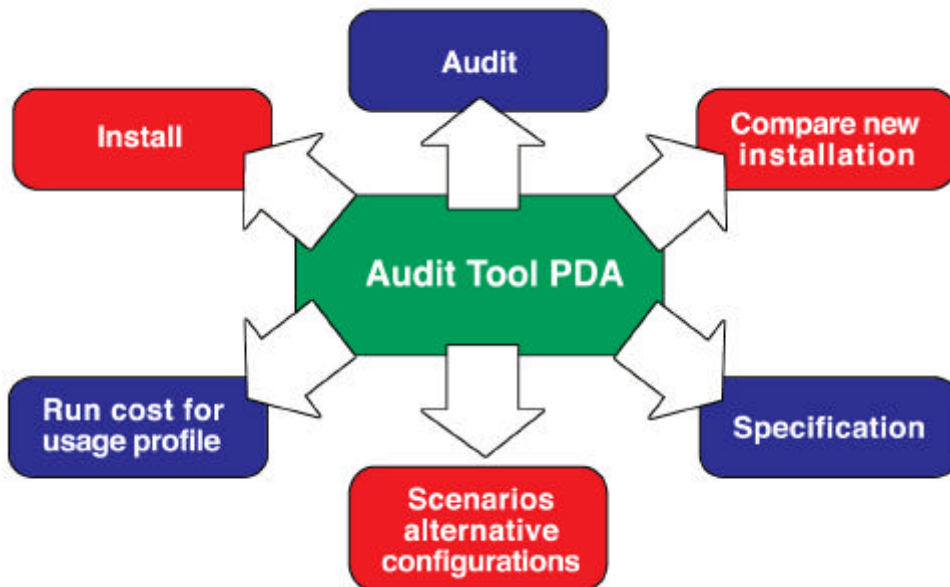
Mitsubishi Electric LES CO<sub>2</sub> Audit Tool:

INPUT SECTION		
OLD SYSTEM		NEW SYSTEM
AGE OF SYSTEM BETWEEN 4 - 10		AVG OUTDOOR UNIT POWER INPUT kW
10		3.29
TOTAL OUTDOOR SYSTEM kW		TOTAL OUTDOOR SYSTEM kW
12		12
NUMBER OF INDOOR UNITS		NUMBER OF INDOOR UNITS
1		1
	RUN HOURS	
	10	
	ELEC PRICE PER kWh	
	£0.10	
TOTALS SECTION		
OLD SYSTEM		NEW SYSTEM
COST / DAY		COST / DAY
£5.78		£3.14
Kg/CO <sub>2</sub>		Kg/CO <sub>2</sub>
23.84		12.94
Kg/CO <sub>2</sub> PERCENTAGE SAVING		
45.73%		

### Draw direct comparisons between efficient and less efficient system designs.

Key to influencing buyer behaviour is the identification of energy consumption within a system. Regardless if a decision is being made on an ethical or financial basis – the key to ensuring that more efficient equipment specifications can be implemented is presenting decision makers with the facts.

The following diagram illustrates the different aspects that will be taken into account:



The Green List is key to demonstrating the comparison to existing equipment, and, going forward, Mitsubishi Electric LES will ensure that decision makers, and those employees and Partners that are interacting with decision makers are fully trained in the use of systems that are associated with the list.

### **Make sustainable specification processes easier through IT implementation**

From the full implementation of the Green Gateway Initiative Mitsubishi Electric LES will adapt its in-house quotation and specification system (called System 42) to present the quoted system as follows:

1. The system as requested with energy consumption and CO<sub>2</sub> emissions displayed
2. An alternative system with more efficient equipment and reduced CO<sub>2</sub>
3. Total-cost-of-ownership including lifecycle running costs for both systems – therefore detailing the financial burden of purchasing cheaper, less efficient equipment.

System 42 will be highly focused on offering Green List products within all specifications.