

## AGENDA

#### 1. Selling

- I. Niagara Framework
- II. How it works
- III. Algorithms
- IV. Tagging
- V. Reports
- VI. Selling Strategy

VII. Intermission: 10 minutes

#### 2. Technical

- I. 7 New Energy Reports
- II. Analytics Web Chart
- III. Analytics Web Table
- IV. Missing Data Handling
- V. Time Filter Block Enhancement
- VI. Workbench Demo
- VII. Closing

## WHERE DO ANALYTICS RUN?

Data science / Al – Very large data sets

Cloud

Gateway

Building

Edge

Sensor



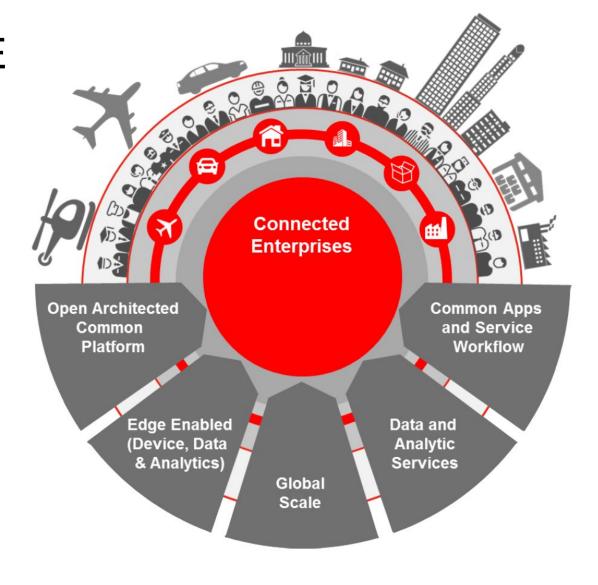
#### **ANALYTICS** needs to SCALE

## POWERFUL CLOUD VENDORS



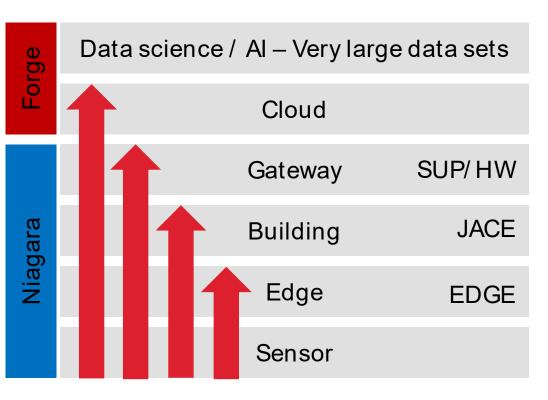
## CONNECTED ENTERPRISE





Honeywell Connected Enterprise – Honeywell Forge brings SCALE

## SCALABLE ANALYTICS





#### A Complete stack for Analytics







Continuous Commissioning



Cost Analysis



**Energy Reports** 



Optimize

## NIAGARA FRAMEWORK

#### **SMART ALERTS**

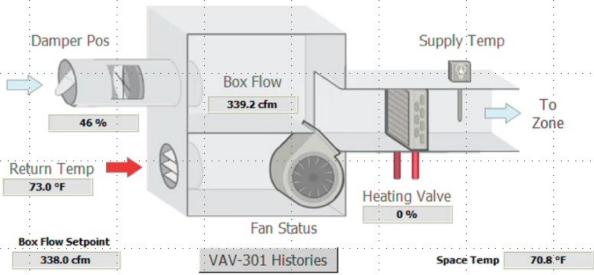


- Create meaningful alerts using algorithms.
- With standard alarming, your alarm console may be flooded with space temperature alarms when a chilled water system goes out of spec. With analytic alerts, you are able to isolate the source of the problem quickly and take action.

We can do this at the edge – unique application!

Message Text

VAV-301: Space Temp High with Flow Control Damper at Maximum Open Position and Low Current Flow



Facility Managers, Service Providers, Maintenance Staff

#### CONTINUOUS COMMISSIONING

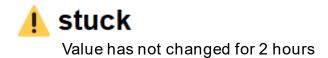


- Verify that your systems are operating within compliance.
- An analytic algorithm can determine if fresh air dampers are positioned as specified for the approved sequence of operation for weather and occupancy conditions. If the dampers are not positioned correctly, the algorithm can raise an alert. The algorithm can be deployed throughout the system without duplicating the development effort by referencing tags and hierarchies.









#### Commissioning Agents, System Integrators, Specifying Engineers

#### **COST ANALYSIS**



- Analyze costs associated with your equipment.
- By assigning costs to equipment operation, the facility manager can determine
  how much it costs to operate individual pieces of equipment and roll-up those
  costs by department, facility or across the enterprise.
- The facility manager can also determine how much it costs to operate equipment outside of standard business hours.
- Alerts can be raised when costs are expected to exceed the facility budget so corrective action can be taken.

#### Facility Managers, Energy Retrofit Guarantor

#### **COST ANALYSIS**





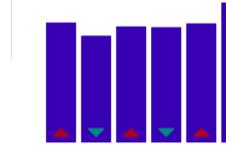






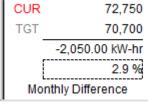




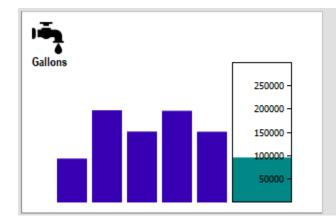


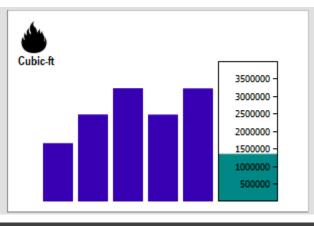
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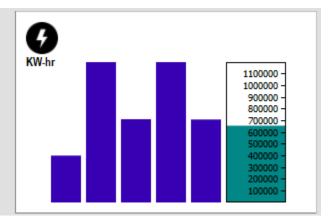












Compared to last 6 Months

105000

90000

75000 60000

45000

## Facility Managers, Energy Retrofit Guarantor

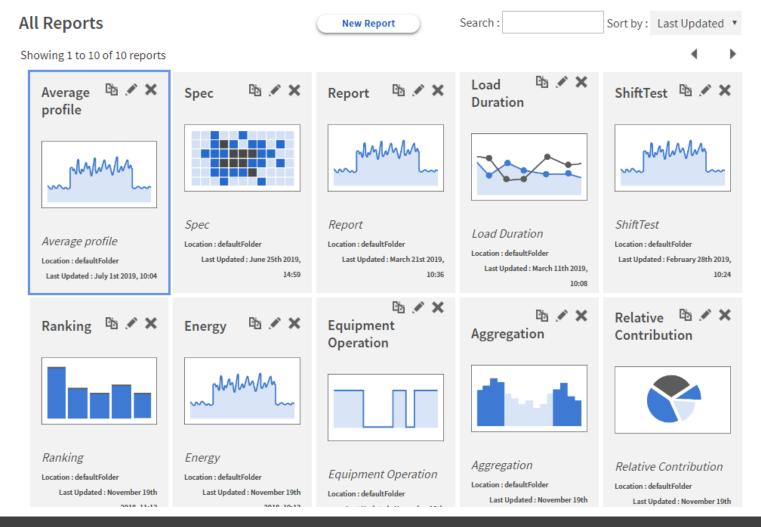
#### **ENERGY REPORTS**



- Niagara Analytics includes 7 energy reports that can be easily configured from the Web UI and saved for later use.
- These reports allow the facility manager to quickly visualize which facility is running most efficiently, what percentage different types of load are contributing to overall usage, anomalies in usage, and equipment runtime.
- You can also create custom reports to meet your specific needs.
- Reports can be exported with data to pdf format to be used in budget meetings and negotiations with energy providers.

#### **ENERGY REPORTS**





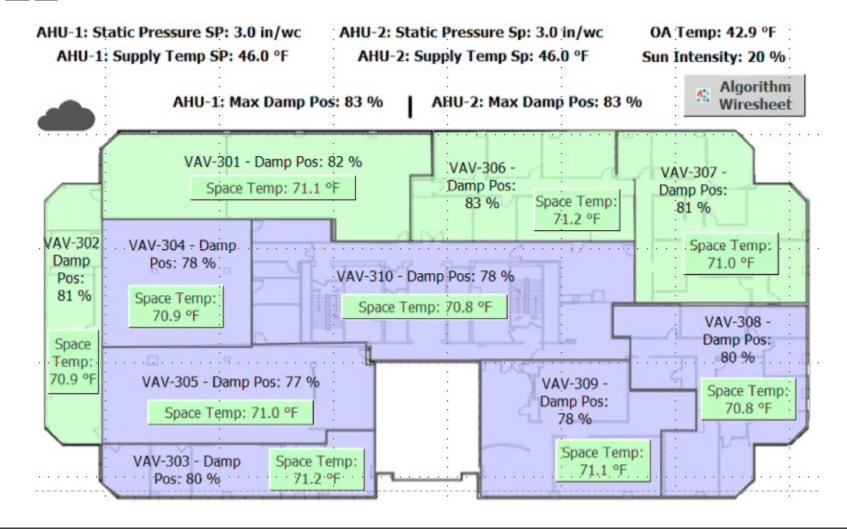
#### **OPTIMIZE**



- Niagara Analytic algorithms running in the controller can evaluate real-time data and make control changes to save money.
- An analytics control point can periodically look at all of the VAV Box damper
  positions and continuously adjust the Air Handler or Roof-Top Unit static
  pressure. Supplying the minimum required static pressure can reduce equipment
  operating costs.
- Analytics at the edge!

#### **OPTIMIZE**





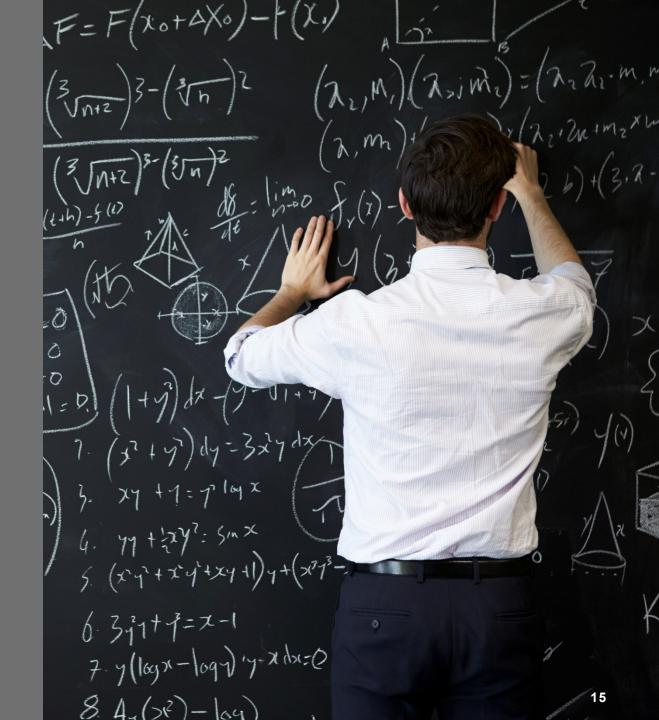
# HOW DOES IT WORK? NIAGARA ANALYTICS SERVICE

Niagara Analytics Framework:

runs as a service on the Niagara platform

#### **Niagara Analytics:**

utilizes Niagara real-time data, histories, tags, and hierarchies

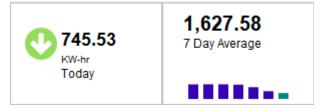




#### What's special?

Niagara Analytics runs as a service within Niagara. You don't need a separate application.

Niagara Analytics leverages both real-time and historical data without requiring a separate server to store data.

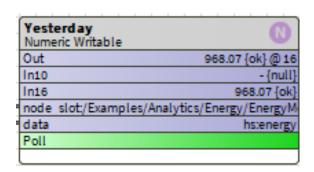


#### NIAGARA ANALYTICS ENGINE

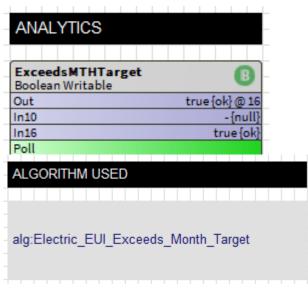
Algorithms, rollup and aggregation calculations are powered by the Niagara Analytics engine.



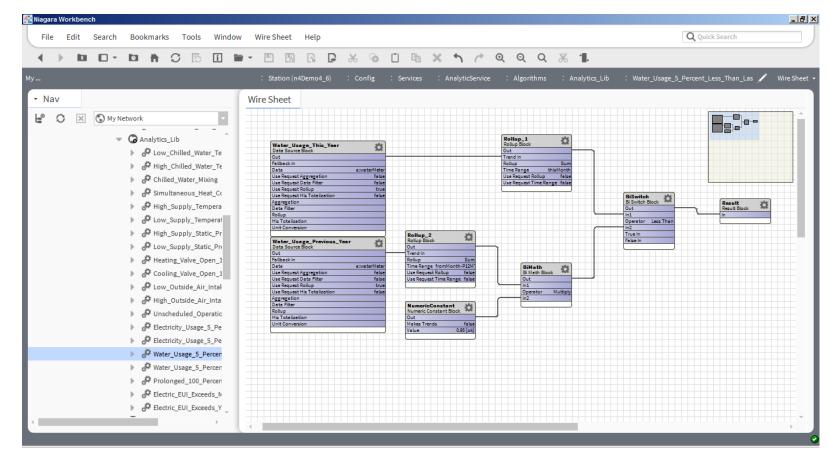
Algorithms are configured using function blocks dropped on a wire sheet – just the same as other Niagara logic is set up.



Algorithms are applied to systems based on tags and hierarchies. An algorithm can be deployed to an entire enterprise, saving labor.



#### NIAGARA ANALYTICS ALGORITHMS



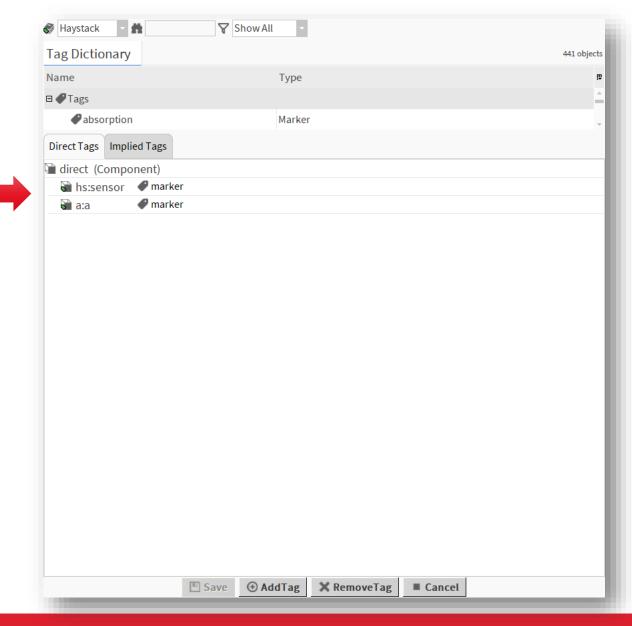
#### What's special?

Niagara Analytic algorithms are programmed using analytics function blocks on a wire sheet – just like other Niagara logic.

You don't need to learn another programming language to use Niagara Analytics.

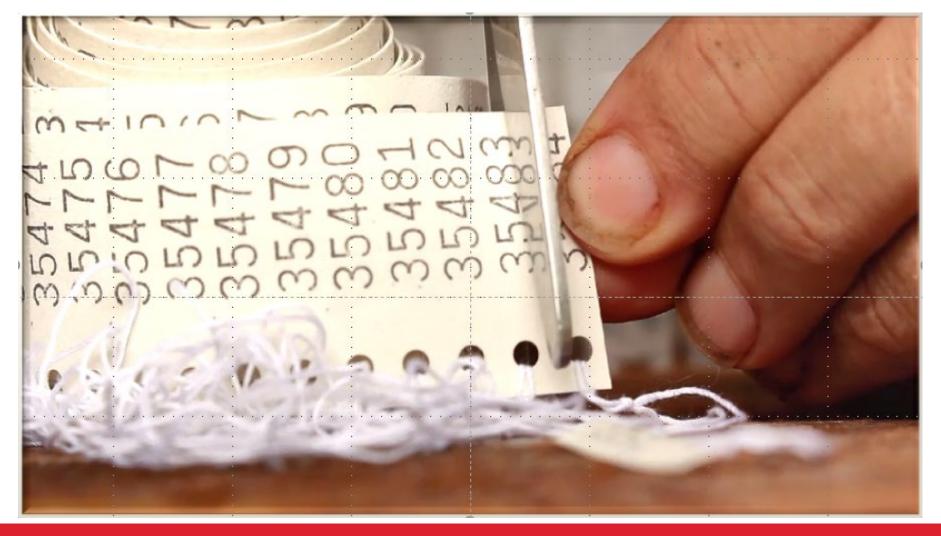
# TAGGING

## **DIRECT TAGS**



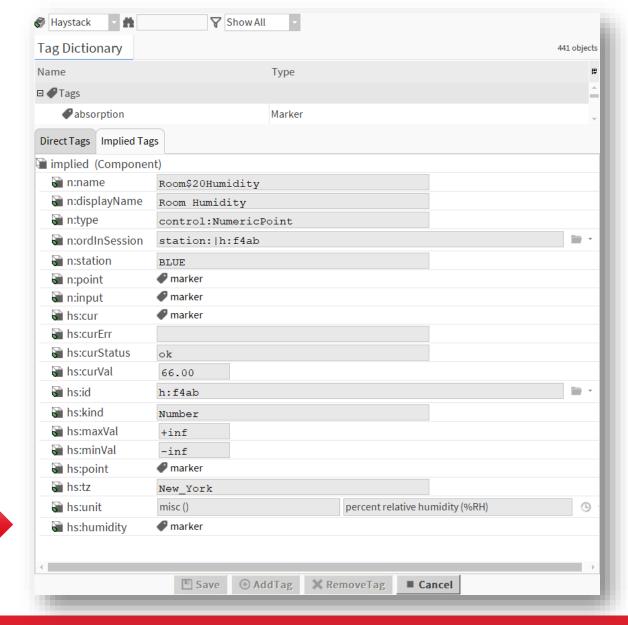
#### Direct Tags are applied directly to the point

## **TAGGING**



#### **Tedious**

## **IMPLIED TAGS**





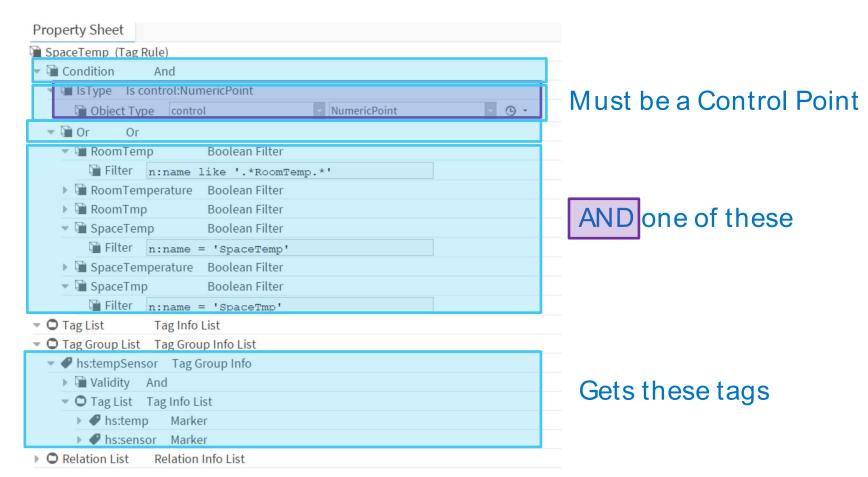
#### TAG DICTIONARY MY SPACETEMP RULE

AND Rule with a IsType + OR condition

AndRule isType or

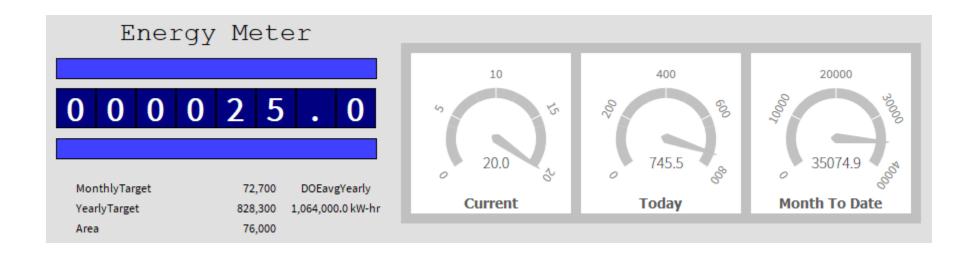
> Boolean Filter

Tags



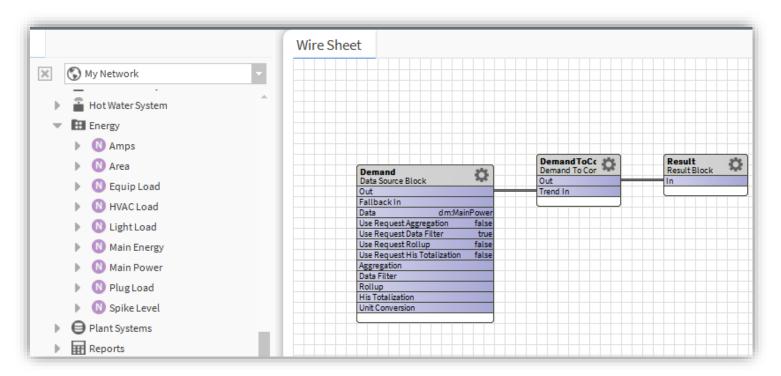
#### **Rules are AUTOM ATIC**

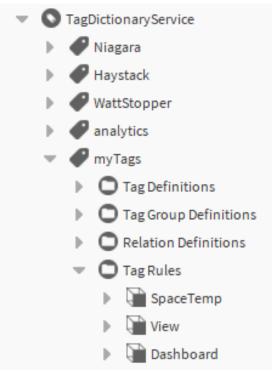
## STEP 1 – TAG!



• First, points in the database are tagged.

#### STEP 1 – TAG!



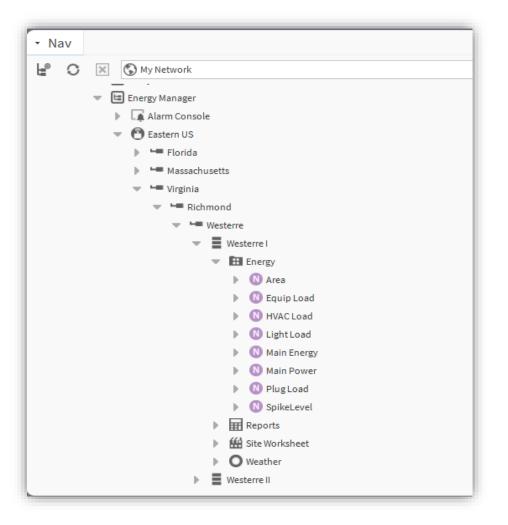


- You can use the Haystack standard tags provided with Niagara, or create tag libraries of your own.
- Algorithms specify which tagged points and nodes supply data.
- Algorithms use real-time data or historical data associated with the tagged points.

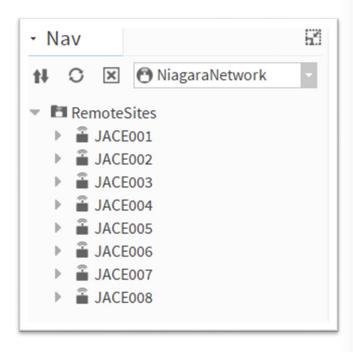
#### STEP 2 - ORGANIZING YOUR DATA

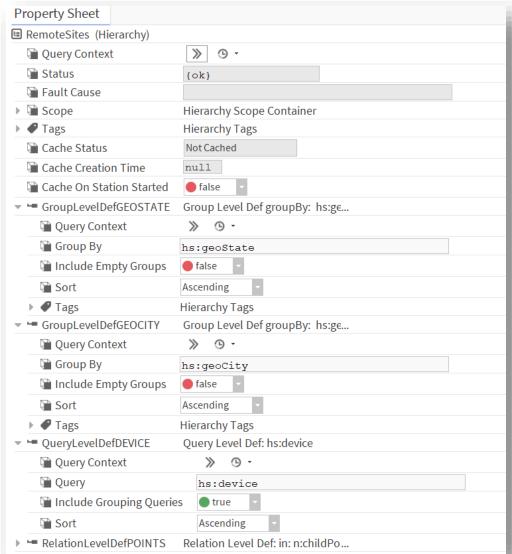
After your system is tagged, you can build hierarchies to organize your data.

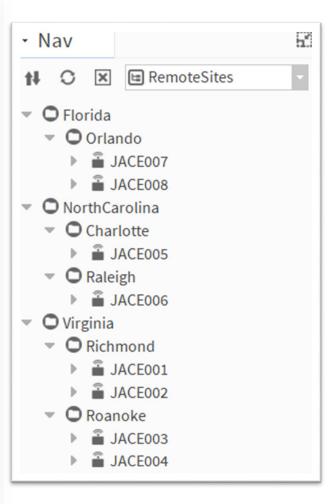
This will help you apply analytics to logical groupings of points.



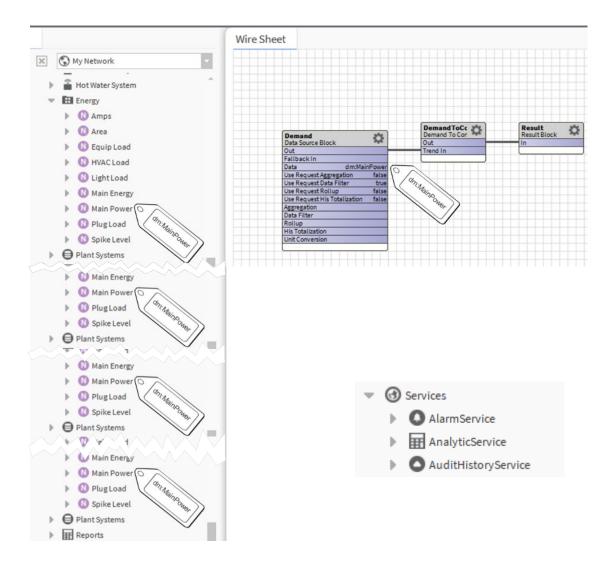
#### TAGS HELP IN ORGANIZING YOUR DATA







#### SAVINGLABOR



Algorithms are applied to all points that are subordinate to a specified node that have a matching tag.

You don't need to do 100's of calculations – just do one and apply it.

If you need to change it, change it once.

Your algorithms will run on a device, building, campus, or region. You control how much by telling it where to look

# ALERTS

#### **GENERATING ALARMS**

# Analytic alerts or smart alarms are generated by algorithms.

Analytic alerts isolate the source of an issue and aggregate the message.

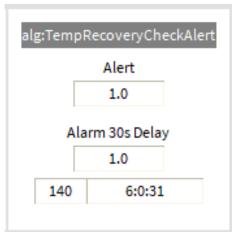
Eliminates the noise of multiple related alarms.

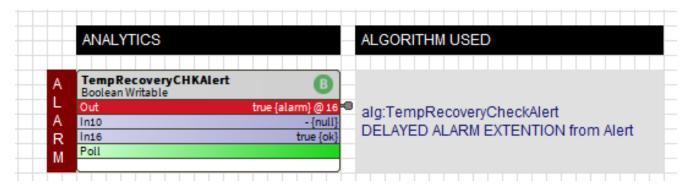
#### **Recovery Alarm**

Temp Recovery



Fahrenheit





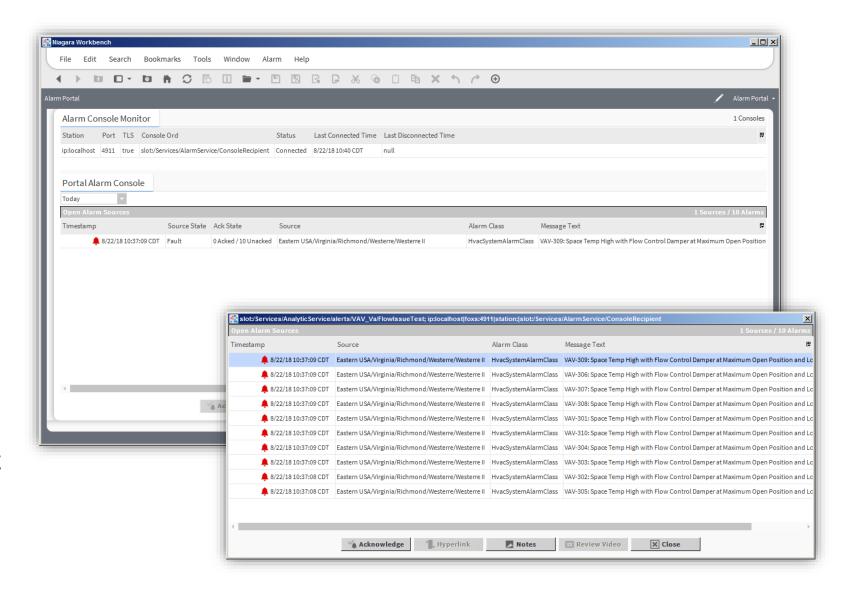
#### What's special?

Rather than looking at many alarms on an alarm console when a system failure occurs, you can receive a single alert that isolates the problem.

In this example, we see one alert in the alarm console that indicates that multiple VAV boxes at a location have insufficient airflow or cooling.

This information would lead the system specialist to look at the source of air and cooling for that group of VAV boxes.

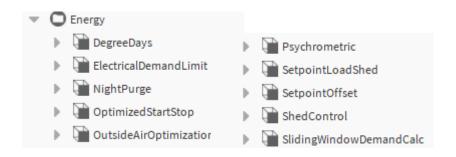
Meaningful & actionable.



# OPTIMIZATION

#### **Control System Overrides in response to System Conditions**

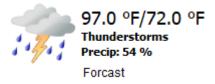
#### **Curtail Energy Usage**



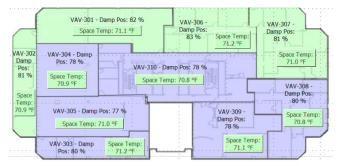
#### Respond to changing weather



#### **Anticipate weather change**



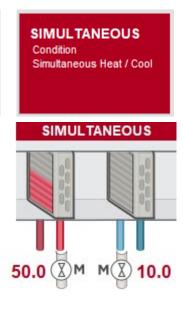
#### Adjust systems for optimum performance



#### Eliminates the noise of Multiple Related Alarms

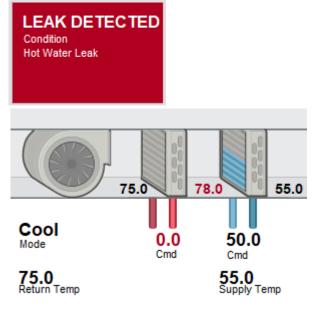


Condition Simultaneous Heat / Cool



#### Normal

Condition Hot Water Leak



#### What's special?

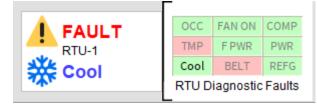
Energy saving strategies can be deployed throughout the enterprise.

If the strategy needs to be adjusted, then the algorithm may be changed and the changes will take affect immediately throughout the system.

# FAULT DETECTION

## **FAULT DETECTION**

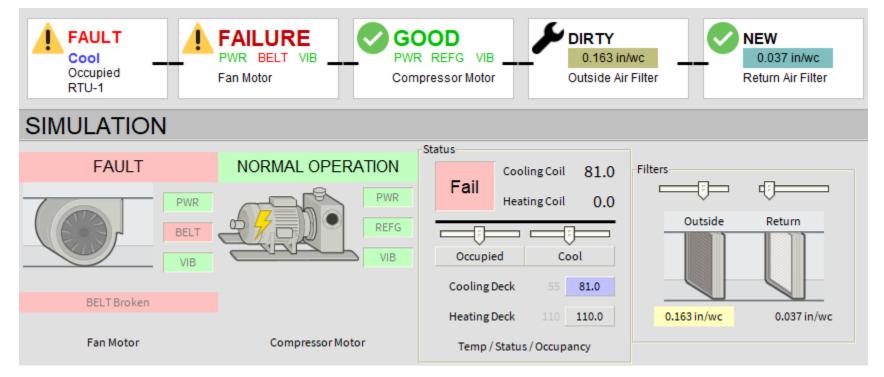




# Algorithms can be written to check for several conditions.

When the algorithms detect an issue, you can then visualize what parts of a system are affected.

#### **Smarter buildings!**



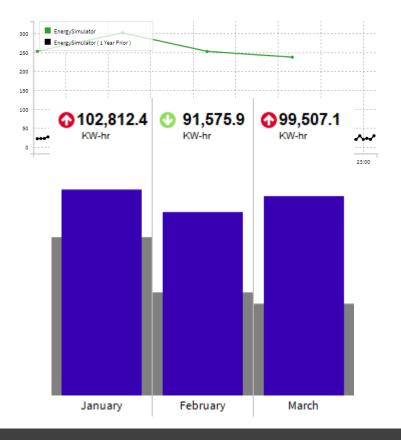
No more Space Temp High

RTU-1 Belt Failure, Temp rising do to inadequate air flow. Oh, and by the way Change that Outside Air filter while your replacing the belt!

# REPORTS

#### **NEW ENERGY REPORTS**

#### **Baselining**



#### **Normalization**

- Area
- Temperature

#### **Roll-up & Aggregates**

- Average
- Min
- Max
- Sum
- Load Factor
- First
- Last
- Median
- Analytic Result

On-the-fly, configurable energy reports, saved for future



#### What's special?

The end user can quickly create reports that utilize analytics functions and save them for future use.

These reports can be exported and used to determine energy strategies and negotiate with energy providers for a better rate structure.

#### VISUALIZE





















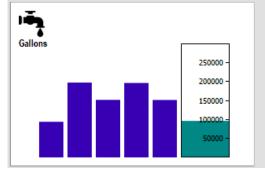


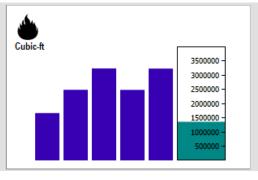


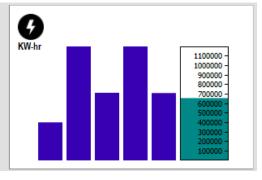












#### What's special?

Create dashboards that incorporate analytic data.

Users can change settings and save change for the next time they log in.

Analytic bindings are available on charts and tables that can be displayed on dashboards or standard Niagara graphics.

HTML5 Widgets with analytic bindings are available for display on monitors or mobile devices

# SELLING STRATEGY

Jay Helgren

## THE ISSUE

With Analytics, how do we make the invisible visible?

#### VALUE PROPOSITION

Honeywell WEBs Analytics enables end-users to be proactive with their HVAC system. This is accomplished with the 3 P's of WEBs Analytics:

**Preventing Shutdowns** 

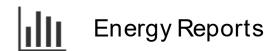
**Predictive Maintenance & Alerts** 

**Prescriptive Optimization** 











# DON'T LEAD WITH THE VALUE PROPOSITION

#### BUILDING A CALL PLAN

- 1. Research your customer and prepare *insights* they might not be aware of yet would help them compete, grow, win, etc.
- 2. Lead with an Up Front Contract. This always includes:
  - Appreciation for the opportunity to meet
  - What you need to know from the customer
  - What they should know from you
  - How you will close the meeting and what your expectation is for the outcome so you can determine success
- 3. Use questioning/listening to determine what they value. Tell a story.
- 4. Relate their needs to the appropriate value proposition.
- 5. Now you can communicate specific product feature/ benefits.
- 6. Summarize and close
  - Next steps, and...
  - Get a yes, yes with a future date, no, or no with a specific future action

## QUESTIONING PATHS - CREATE A BUYING VISION

#### **Smart Alerts**

What is your process for determining and/or isolating the source problem?

#### **Continuous Commissioning**

How do you know your building system is following the approved sequence of operation?

#### **Cost Analysis**

What is your process for determining how much equipment costs to operate?

#### **Energy Reports**

How do different loads affect your ability to maximize your building system efficiency?

#### **Optimization**

What steps are you taking to reduce equipment operating costs?

## QUESTIONING PATHS - CREATE A BUYING VISION

#### **Level of proactiveness**

Are you a read/react or command/control customer?

What happens when..? What are you/your team able or allowed to do?

#### Facility HVAC goals

Energy, comfort, productivity, management reporting, sustainability?

#### Minimizing downtime

Based on the type of facility, what happens when equipment fails?

#### Maximize uptime

What is the benefit of a system that runs flawlessly? Any performance-based incentives for facility management?

## IN DETAIL - CREATE A BUYING VISION FOR ENERGY

There are 7 new energy reports available in 2.1.

- These reports help the energy manager identify when peak usage occurs
- Determine how various loads contribute to overall usage
- Compare efficiency between buildings
- Display and compare equipment runtime
- Understand load profiles

The new reports include a baseline feature for comparing a previous period to a current period, and normalization for building area and degree days.

## IN DETAIL - CREATE A BUYING VISION FOR ENERGY

There are 7 new energy reports available in 2.1.

- These reports help the energy manager identify when peak usage occurs
  - What actions could you take to limit peak usage charges?
- Determine how various loads contribute to overall usage
  - Do certain equipment and/or practices need to be replaced/reevaluated?
- Compare efficiency between buildings
  - Which one is more efficient, why, and what can/should you do to change?
- Display and compare equipment runtime
  - What are your short and long-term goals for fixing/replacing?
- Understand load profiles
  - What could you do with better insight into your facility operation?

#### TELL A STORY

#### Here's an example of a real-life customer:

- A VAV box was holding set point and the customer did not realize there was a problem as the tenant did not complain.
- After applying analytics to the building, it was determined that the VAV box had a leaking hot water valve which raised the temperature in the space.
- The VAV compensated by opening the air valve to cool the space and keep it at temp.
- The VAV box was using twice the energy to maintain the set point than it would have if the components were working normal.

#### TELL A STORY

- An air handling unit was holding set point with no complaints from the tenants.
- After applying analytics, it was found that during morning warm up the
  economizer damper minimum was set too high. If the outside temp was
  below 25 deg the gas heat could not overcome and heat up the building.
- The burner ran hours until the outside temperature raised enough to be able to raise the temperature in the building to set point. This was a massive waste of energy and the tenant was paying the utility bill.
- After fixing the problem the utility bill decreased by 33%.

## CONTRACTORS: USING ANALYTICS TO GROW

- A contractor can use analytics as a tool to grow their business without having to hire new employees.
- Using Analytics, you can monitor a building and the HVAC equipment without having a tech onsite. Instead of sending a technician out every three months, a company can run a report monthly and the report can show what units need to be checked out.
- This increases the efficiency of the technician. The company can send the right technician to the very unit needing repair, knowing what needs to be repaired, while bringing the repair part with them.
- This increases the amount of time the technician can spend on other projects and service calls. This also shows the building owners that their equipment is running efficiently so they can budget more effectively.

#### SUMMARY

- 1. Goal is to make the invisible visible for the customer.
- 2. Prepare for your sales call.
- 3. Understand what they value, then tie to the value Analytics delivers.
- 4. Finish with specifics and ask for the order!

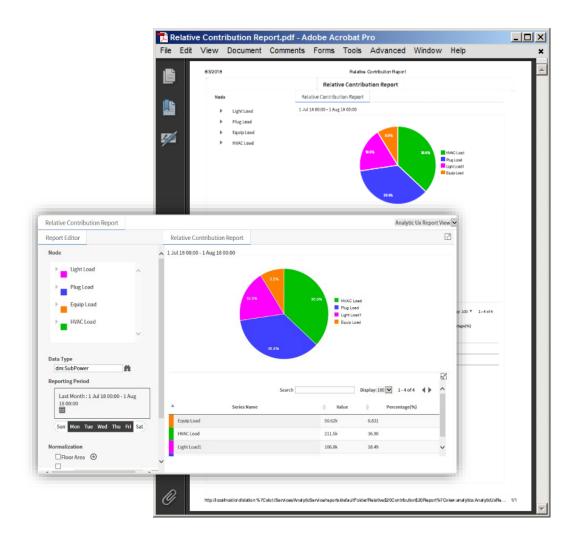
# INTERMISSION

10 MINUTES



#### 7 NEW ENERGY REPORTS

- System users can now configure reports easily by dragging and dropping nodes onto the report editor
- Reports and charts can be stored in folders for future recall
- Report data can be printed and exported to pdf using the Chrome or Firefox browser print function
- Normalization for Area and Temperature
- Compare values with baseline

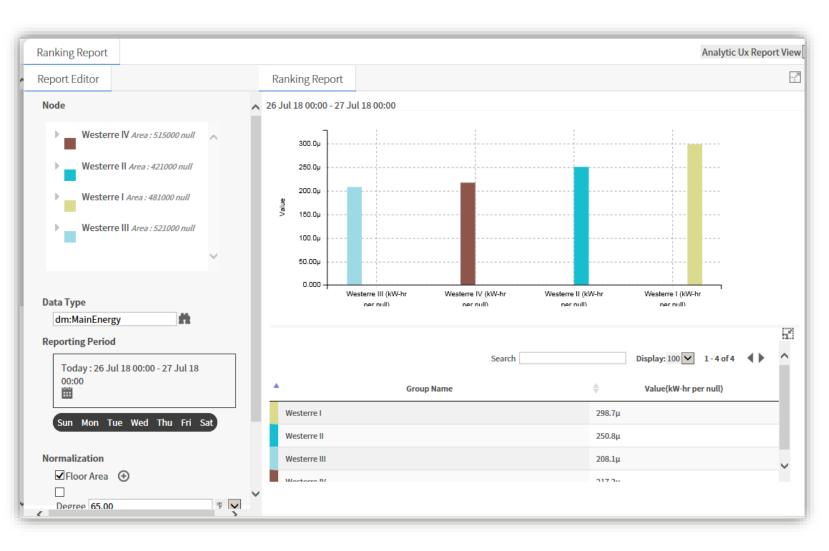


#### AVERAGE PROFILE REPORT

- The report plots average value vs. Time of Day
- See the loads that increase roughly at the same time
- Could peak demand be reduced by staggering the startup of HVAC equipment?
- Could overall usage be affected by shutting down or setting back HVAC equipment when the facility is unoccupied?



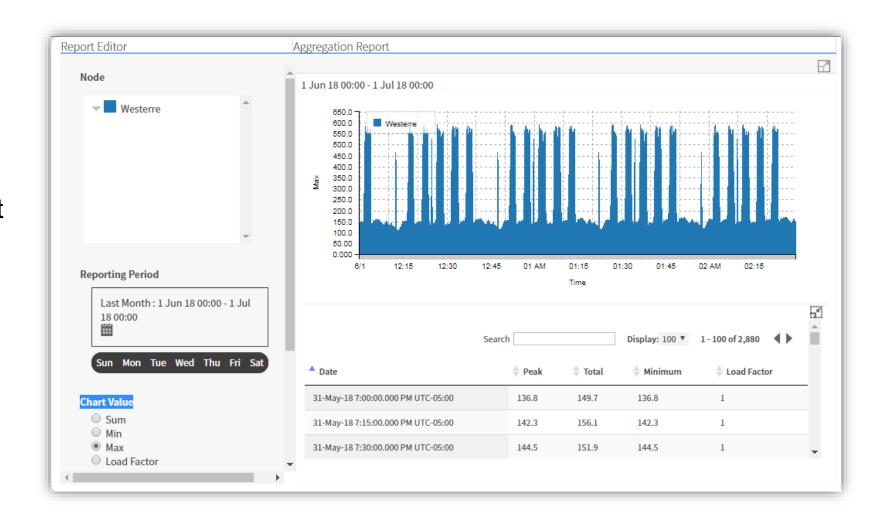
#### RANKING REPORT



- This report ranks buildings or areas against each other
- In this example, Westerre I is shown to be using the greatest amount of energy per square foot

## AGGREGATION REPORT

- Aggregates data for defined data types under a node
- For example, if you want to run a report for an entire campus, this report can combine all values found under the node with the same tag definition
- This report could also be used to combine Submeters for a tenant, building, or area



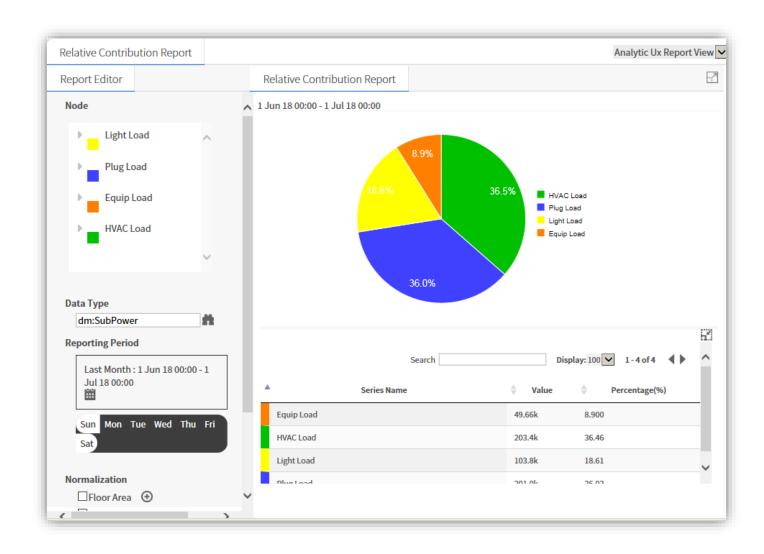
## SPECTRUM REPORT



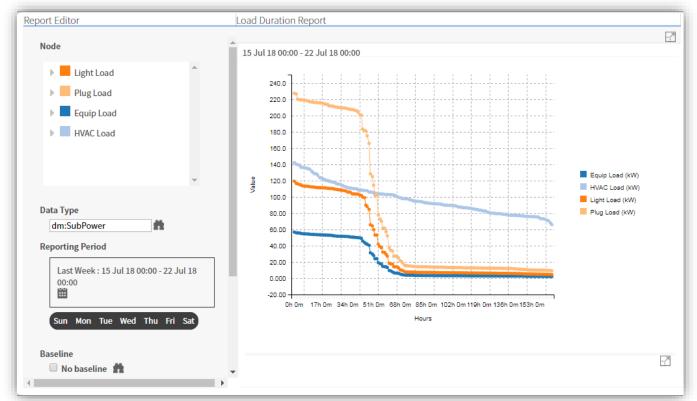
- Gives a quick view as to when energy use in a facility is at it's highest
- Allows facility manager to quickly see anomalies in usage
- For example, note the red areas on Sunday and Tuesday evening

## RELATIVE CONTRIBUTION REPORT

- Shows how various loads contribute to the entire usage
- For energy reduction, one would want to focus on the largest contributors



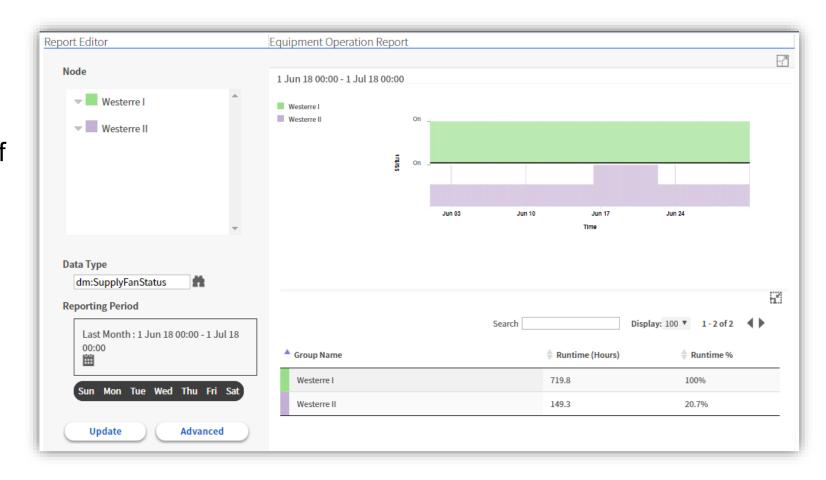
## LOAD DURATION REPORT



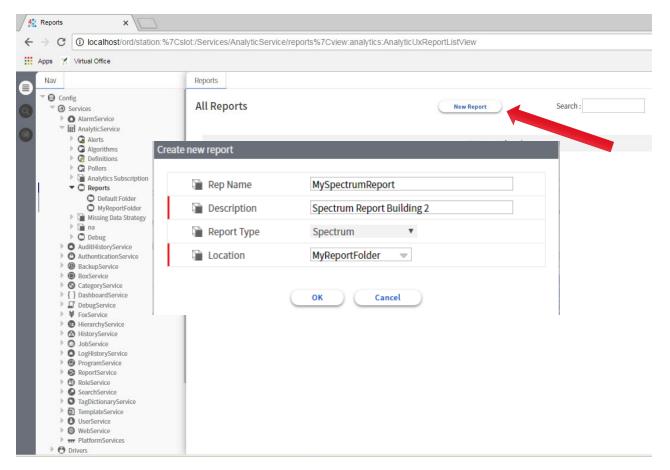
- Shows how long a certain amount of energy is used
- Show that plug, light, and equipment loads all decrease significantly after about 42 hours of runtime
- Even out these loads and peak usage could be reduced
- Perhaps shifts could be staggered to reduce peak usage

## **EQUIPMENT OPERATION REPORT**

- Shows the percentage of time equipment is running
- We can see Westerre I is running equipment 100% of the time, while Westerre II is running equipment only 21% of the time



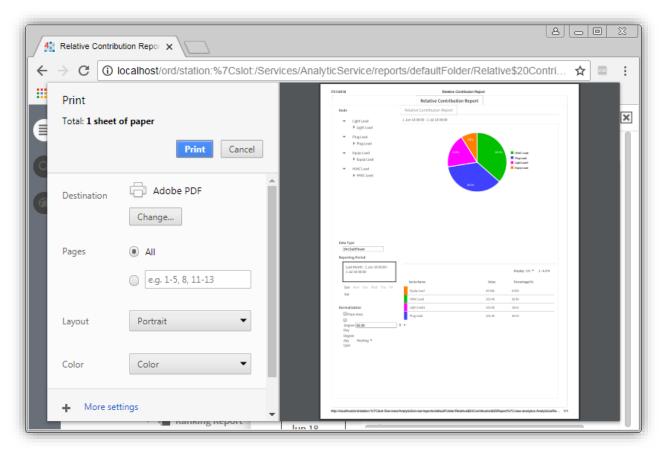
## ADD REPORTS FROM WEB UI



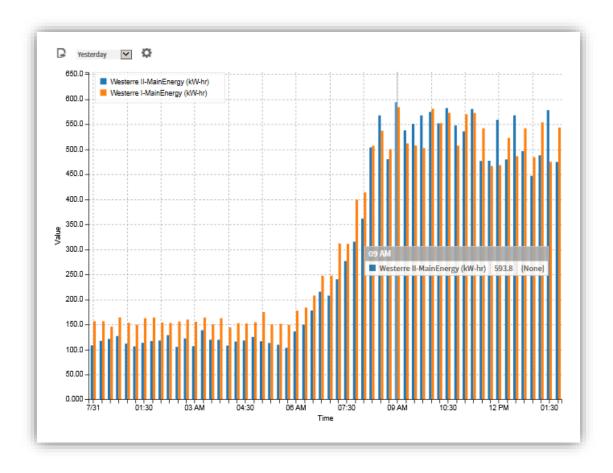
- From the Analytic Report Service, new reports can be added and saved to a folder for future use from the Web UI – no workbench configuration is required!
- The end user can now simply drag and drop nodes onto the pre-configured reports, providing immediate access to requested information

#### EXPORT REPORT TO PDF

- Analytic reports can now be exported to a PDF file by using the browser tools
- Use Mozilla or Chrome browser print tools and select the adobe PDF printer

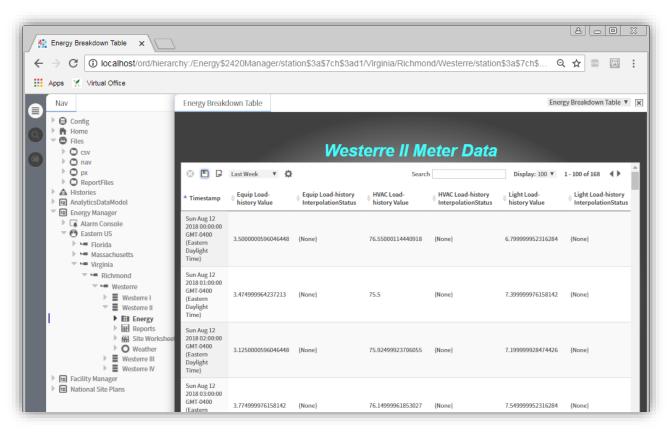


## **ANALYTICS WEB CHART**



- HTML5 chart with analytic bindings
- Use this chart on px pages and dashboards
- View from browser or mobile devices
- Chart type (Bar, line, area, step, area\_step, spline, area\_spline, scatter) is configurable from the web UI
- Optionally, bindings can be shown on the Y axis

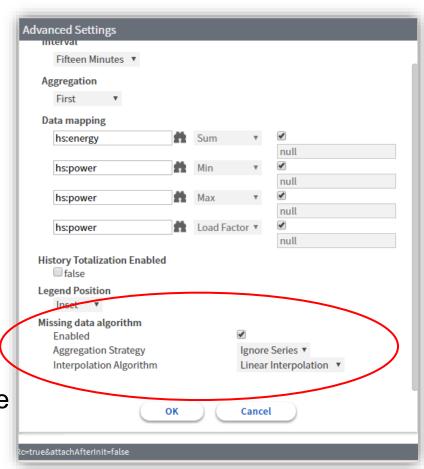
## **ANALYTIC WEB TABLE**



- HTML5 table with analytics bindings
- Time, rollup, aggregation, series name, data name, and data filters configurable in browser
- Multiple data points and nodes can be configured and added as columns in a single table
- Export data to csv or chart files

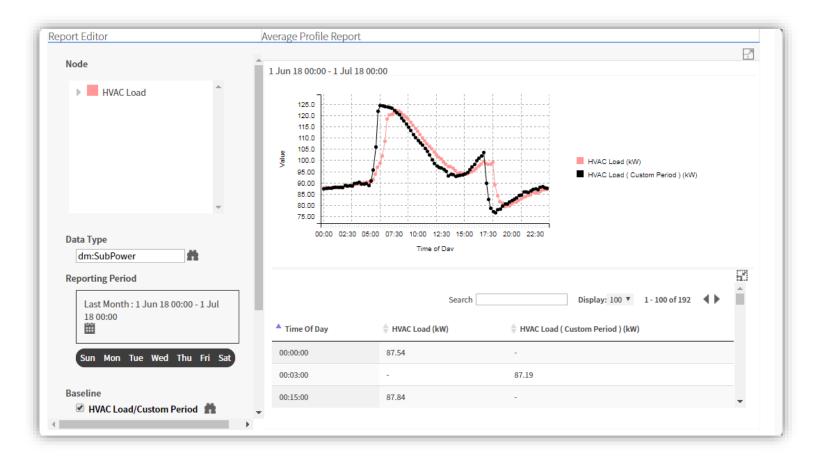
#### MISSING DATA HANDLING

- Apply algorithms, charts, proxy points, alerts, and reports
- Linear interpolation (analog values)
- Interpolates values for missing data by calculating the slop between first and last known good values adjacent to the missing data and filling in missing data
- K-Nearest Neighbor
- For Boolean and enum values, missing data is calculated by filling in the data with a value equal to the majority of adjacent data. "k" specifies the number of fields that are considered in the calculation
- For Aggregation Charts and Reports:
- Ignore series if there is missing data in a series, ignore the entire series. This is the method that was implemented in previous versions.
- Ignore points ignore missing data in the series (set to 0)



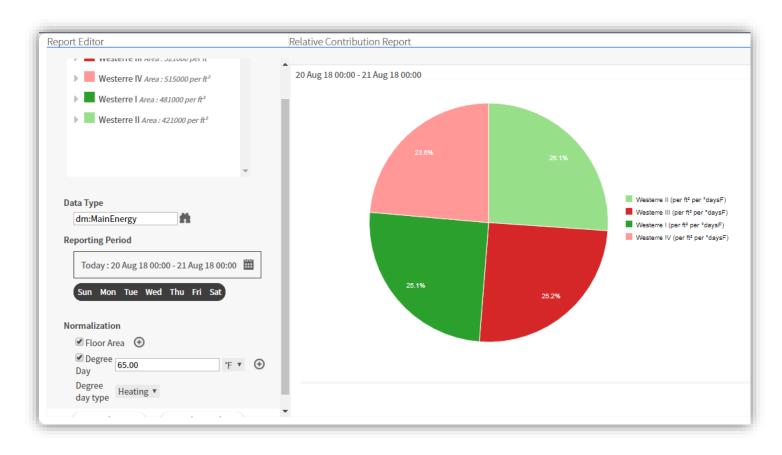
#### BASELINE

- Compare current data with data from a previous period
- Determine if performance has improved or deteriorated



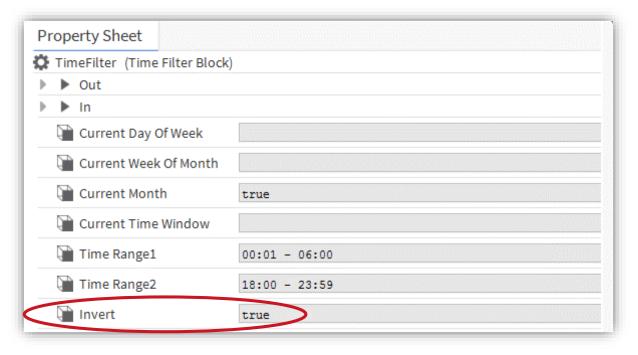
#### NORMALIZATION

 When comparing facilities of different size or different geographical regions, normalize the data by area and/or weather to get good "apples to apples" comparisons



#### TIME FILTER BLOCK ENHANCEMENTS

- New Invert Time Ranges
- If true, the values defined in Time Range 1 and Time Range
   2 are excluded from the output
- Reduces number of blocks needed for algorithms when certain tiem ranges need to be excluded



# THANK YOU

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