

# TRANE PIVOT™ SMART THERMOSTAT

## OVERNIGHT EXPERT:

### FOR COMMERCIAL & LIGHT COMMERCIAL USE



It's Hard To Stop A Trane.®

#### Insights and Trends

There are 28.8 million small businesses in the United States, employing 48% of the private workforce. Larger businesses typically have more resources, leading small business owners to look for every possible advantage to help level the playing field. The smart thermostats that small business owners may use at home are setting new expectations for managing light commercial buildings, driving the demand for simple-yet-powerful functionality for balancing comfort and efficiency, providing 24/7 remote HVAC system management, and connecting to service partners for proactive support.

#### TARGET AUDIENCE

- Tenants/operators of small commercial buildings (under 25,000 sq. ft.)
  - Small business owners
  - Property management companies
- Mechanical contractors who sell/service light commercial equipment
- For commercial and light commercial use only

#### TARGET FACILITIES

- Retail and restaurants
- Services: hair salons, auto repair
- Medical/dental clinics
- Office buildings
- Religious buildings
- Small school buildings: private, charter and public
- Small industrial and manufacturing facilities

#### » Product Overview

Trane Pivot™ smart thermostat improves light commercial building temperature control with a simplified interface and mobile app.

- ▶ 3H/2C conventional and 5H/2C heat pump
- ▶ Wi-Fi & Ethernet connectivity options
- ▶ Commercial scheduling
- ▶ Simplified display
- ▶ Economizer enable, humidification and dehumidification enable outputs
- ▶ Optimal Start and Optimal Stop
- ▶ Phase 1 does not support: Title 24, ADR, variable speed RTUs



## Supporting the mission of small businesses.

Trane solutions provide the precise control that transforms small commercial buildings into spaces where people and business can thrive.

# Leading the Conversation

Making the connection between customer priorities by asking Why Change, Why Now, and Why Trane?

	Simple Operation	Comfortable Environment	Convenience
<p><b>WHY CHANGE</b></p> <p>Explain why decision makers should do things differently to help impact their mission-level objectives.</p>	<p>Building occupants are rarely HVAC experts, nor should they be. Providing a streamlined experience will allow them to focus on what matters most to their business.</p>	<p>Comfort can boost productivity, elevate sales and build customer loyalty. System flexibility allows occupants to optimize comfort, while saving energy through optimal start and setbacks during unoccupied times.</p>	<p>HVAC system downtime comes at a high cost: Business can decline, employees become unhappy and customers lose confidence.</p>
<p><b>WHY NOW</b></p> <p>Provide justification and motivation to change now rather than later.</p>	<p>Smart thermostats allow increased flexibility versus a standard programmable thermostat.</p>	<p>Setting schedules, allowing system overrides and setting back systems during downtimes can positively impact the bottom line.</p>	<p>Connected buildings can give business owners peace of mind remotely and allow service partners to be more proactive.</p>
<p><b>WHY TRANE</b></p> <p>Highlight features and functionality that are relevant to customer goals.</p>	<p>Pivot smart thermostat was designed by Trane HVAC system engineers specifically for light commercial applications.</p> <ul style="list-style-type: none"> <li>• Customizable touchscreen — simplifying the user interface to show only the commands that specific building’s occupant would need</li> <li>• Ethernet + Wi-Fi — offering connectivity options that avoid IT issues</li> </ul>	<p>Pivot’s advanced design makes it easy to manage comfort, energy and cost as a natural part of the business day.</p> <ul style="list-style-type: none"> <li>• Comfort Flexibility — allowing occupants to adjust comfort within set limitations</li> <li>• Weather responsiveness — adjusting HVAC equipment operation to outdoor conditions automatically</li> <li>• 7-day programmable — fine-tuning system operation with up to 6 events (schedule changes) per day</li> <li>• Green by nature — saving energy by closely matching HVAC system operation to business needs</li> </ul>	<p>Business owners can monitor systems remotely and work with their preferred contractor if issues arise. Contractors have access to Pivot’s secure diagnostic portal, allowing them to respond quickly to system issues.</p> <ul style="list-style-type: none"> <li>• Remote access — eliminating the need to drive to the building to make simple schedule changes or monitor system status</li> <li>• Remote troubleshooting — enabling the contractor to get insights into issues without a truck roll</li> </ul>

Source: SBA Office of Advocacy, United States Small Business Profile, 2016



## The one-minute message:

Trane Pivot smart thermostat gives you the HVAC system management tools you need to create comfortable, energy- and cost-efficient buildings that contribute to your business objectives—and help you compete. Pivot makes comfort management a natural part of your workday. Plus, by giving your contractor direct system access through Pivot’s secure diagnostic portal, you’ll gain an extra measure of reassurance that mission-critical systems will receive prompt, proactive service when needed.