

THE ECONOMIC TIMES



BEST
TECH
BRANDS



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 Group Chairman & CEO

RISE TO PROMINENCE

In 2015, I was invited to present for a room full of investors, reporters and tech enthusiasts at Google Demo Day. It was an exciting platform to share our technology. Since then, we continued to grow our base of comfortable customers. Dan Malin, co-founder of Magnet360 (now part of Mindtree) notes, "I think it's a fantastic solution. If you're looking for the cost savings, it's there. If you're looking just to be green, it's there. At the end of the day, if you're looking for comfort, that's the number one reason to roll it out. 75F offers solutions to unmet needs like climate control, energy efficiency and most importantly the desire for comfort."

UNDERSTANDING ENTERPRISE CUSTOMERS

We understand the importance of keeping guests and employees comfortable. Border Foods, one of the largest Taco Bell franchisees in the USA, had been trying to solve extreme heat imbalances in their kitchens for some time. A very hot working environment led to poor employee retention. Within 24 hours of installing the 75F Dynamic Airflow Balancing solution at their Richfield, Minnesota Taco Bell location, the environment changed. "Our kitchen employees noticed an immediate improvement in temperature and comfort. We

have never felt this good!" states store manager, Naomi H. That was just the beginning. Border foods is now rolling out the 75F Dynamic Airflow Balancing Solution to all their stores and temperature & comfort issues are a thing of the past.

BRAND IMPACT

We thrive on creating intuitive technology, making an impact and challenging the status quo. Which is why we took the challenge head on to disrupt an industry that is traditionally slow to innovate. 75F is the only brand today, that can effectively address the energy, air quality and comfort issues of more 99,000 commercial buildings in India and 15,000,000 worldwide.

Reducing carbon footprint and saving energy is an important aspect of the technology. 75F embodies its name from the United Nations campaign to raise temperatures in buildings to 75 degrees Fahrenheit to reduce carbon emissions. From our partnership with the UNEP Sustainable Buildings & Climate Initiative and Indian Green Building Council (IGBC), to our efforts in looking at every way we can make buildings more comfortable and efficient, we are committed to saving energy and reducing carbon emissions.

ENSURING CUSTOMER LOYALTY

I'm proud to say that 75F is the only player that offers a predictive solution that solves the comfort and energy challenges of the commercial building market at a price point that is lower than competition. The solution takes in hundreds of data points like weather forecast, building orientation, sun positioning, humidity, air quality and mean radiant temperature. A predictive solution delivers more than just temperature. 75F delivers a balanced space, better air quality, significant energy savings and predictive maintenance – all contributing to a company's triple bottom line.

So our unique contribution is that we solve an organisation's comfort, energy & automation challenges in a smarter, more intuitive way & at a lower cost!

THE ROAD AHEAD

When it comes to core technology, 75F's ability to adapt in a rapidly changing IoT landscape has allowed us to be more prepared to the changing needs of customers and end users. Beyond HVAC, where we have ushered in a fundamental paradigm shift by introducing self-learning optimal control systems that are proactive instead of reactive, we are expanding

our focus to advanced lighting solutions and energy management solutions.

CUSTOMER SPEAK

75F Dynamic Airflow Balancing is a commercial HVAC and building control system that uses cloud computing to predict a building's needs and proactively achieve comfort, improve air quality and increase energy savings. With factors like climate change and changing demands of Millennial workforce, there is no greater time than now to challenge the industry. 75F stands uniquely positioned to serve this unmet need. As Robb H., a Schneider Controls Installer commented, "To say that I was extremely impressed is an understatement. I have worked with Johnson Controls, Honeywell, and of course Schneider, and you are way ahead of the curve."

IMPACTFUL CONTRIBUTION

Delivering comfort, not just temperature! We want to empower people to work better and fulfill their desire for comfort. We are proud that our solution, which can contribute up to 38 LEEDv4 credits, is helping to construct a more sustainable world. Globally, buildings are responsible for up to 30% of all energy related greenhouse gas emissions. We believe in the promise of Internet of Things to improve our lives and deliver energy savings without sacrificing comfort. We started with HVAC because it represents the largest single energy source for a building. Beyond HVAC, there is need to provide predictive Building Automation Systems (BAS). We aim to make a difference while refocusing the industry on why buildings are built in the first place: to provide an environment in which occupants can thrive. Saving energy never felt better!

www.75f.io



GUIDING PRINCIPLES

75F predicts building needs and manages them proactively, making spaces comfortable, energy-efficient and cost-effective. True to our core beliefs, our solution is always predictive, intuitive and increases the triple bottom line.

SECRET TO SUCCESS

75F aims to change the building controls industry by creating predictive and proactive systems with intuitive designs. We believe the focus on personal comfort, non-disruptive installation and quick payback is the key to acceptance of any automation & energy-efficiency platform that seeks to establish long term viability.

CORE BRAND ATTRIBUTES

Innovative, intuitive, and impactful are our core attributes.

INCREDIBLE STATISTICS

Verified reports show that from Nov. 2015 – March 2016, the 75F system saved over 70% in energy!

EUREKA MOMENT

When I moved into my family's new home in Mankato, Minnesota, I discovered the temperature would drop dramatically in my daughter's room at night, causing her to wake up. I realised this was a universal problem, which existing technologies did not solve, so I founded a company to solve the problem.

SOURCE OF INSPIRATION

My inspiration has always been my great grand father, Dr Rajinder Dhillon who epitomized the spirit of being forever curious and seeking a better answer that guides us everyday.