

CONNECTED BUILDING – MENKES USE CASE

Business Opportunity

Menkes Development, a leading Ontario-based real estate development company, tapped into Toronto's booming business market by acquiring land at 25 York Street, an up-and-coming waterfront site. The firm envisioned a multi-tenant office building that would not only meet the functional needs of its occupants, but also promote a green facility using international standards.

TELUS Communication, a large Canadian national telecommunications company, signed on as the office building's anchor tenant, with the following stipulation: the facility was to be built as the world's most intelligent green building. Specifically, they wanted an integrated building with control and awareness across the entire facility.



Persona Problem

Project Manager Gary Hendrix had initially set out to build a LEED (Leadership in Energy and Environmental Design)-certified facility and had developed an initial strategy based on that



approach. However, when TELUS communicated their much more robust requirements, Hendrix was forced to revisit that strategy. The additional requirements were not only more complex than Menkes was prepared to handle, but also fell outside of their existing budgetary constraints.



Honeywell Solution

Hendrix turned to David Grant, a Honeywell Connected Building Product Manager, to devise a solution that could meet TELUS's requirements and offset the additional upfront costs through long-term cost savings.



Grant delivered Honeywell Enterprise Buildings Integrator (EBI), which leverages Honeywell's IoT software capabilities to connect, collect and analyze data across the facility's multiple software systems relating to security, comfort, life safety, energy control, video surveillance and more.

By facilitating connectivity of 50 integration points across the facility, Honeywell EBI turns the building's data into actionable insights. Using this information, Menkes can now make intelligent decisions that balance comfort and cost, while enabling awareness and control across the entire 750,000 square foot tower.

Business Results

By using Honeywell Enterprise Building Integrator in the new facility, Menkes was not only able to deliver on TELUS's request for an integrated building with control and awareness throughout, but also noted improvements in the following areas (measured against a baseline of comparable office towers of similar size):



- **47% reduction** in energy use
- **33% reduction** in reactive service calls
- **5% increase** in occupancy comfort

What's more, the 25 York Street building won the Office Development of the Year Award from the Greater Toronto Real Estate Association and achieved the LEED Platinum certification, the U.S. Green Building Council's highest designations for excellence in green building design.

"The entire building system is extremely configurable," says Hendrix. "Because every system is so tightly integrated, we've realized efficiencies and identified performance improvement that we frankly hadn't considered."