



FOR IMMEDIATE RELEASE

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Trane Introduces Trane Building Advantage™

Helping building owners and facility management create better places for people to work, learn, heal and live their lives

Baltimore, March 10, 2015 - [Trane](#), a leading global provider of indoor comfort solutions and services and a brand of [Ingersoll Rand](#), will introduce its new Trane Building Advantage brand at the [National Facilities Management and Technology \(NFMT\) Conference](#), held March 10-12 in Baltimore. Representatives will be on hand at Booth 1909 to discuss the Trane Building Advantage and Trane's full portfolio of offers.

The Trane Building Advantage brand represents the suite of energy services offerings that assist building owners and managers with managing and operating efficient and sustainable buildings. The collection of offerings helps building owners recognize their buildings as assets by offering choices for delivering bottom-line financial results and furthering completion of regulatory requirements.

"Energy can be the single largest operating expense in a typical commercial building, with energy used by U.S. commercial and industrial buildings costing about \$200 billion annually," said Jason Bingham, vice president of energy services and controls for Trane. "Trane has built upon our core expertise in heating, ventilation and air conditioning systems and services to provide building owners with even more comprehensive services that give them better control over their buildings and energy use, and achieve results that matter for their organizations."

A Trane representative from one of its U.S. or Canadian locations works with building owners and facility managers to learn about their building's mission and purpose, and their business objectives. From there, a building solution is designed that uniquely meets the needs of the building owner, the building and its total lifecycle. Trane's Building Advantage energy solutions can include:

Building controls and automation - Trane Tracer® controls provide the technology platform for the next generation of data-driven, technology-enabled services that are creating high performance buildings. At the show, Trane will introduce two new building controls solutions – Air-Fi™ and Trane Tracer Concierge.

- Air-Fi wireless technology for building controls replaces the need for wired building controls, allowing installations to be completed quickly with less disruption to occupants in existing buildings, while also providing greater reliability, simplified installation and more flexibility as building spaces change
- Trane Tracer Concierge simplifies day-to-day operation of building heating, ventilation and air conditioning (HVAC) and lighting systems, with one easy-to-use interface. Concierge provides the ability to easily manage multiple rooms and HVAC and lighting equipment from one interface, so users get advanced control capabilities compared to programmable thermostats.

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Energy Management Systems and Services features Trane intelligent services, which is a comprehensive set of building energy management offers that process information for review, facilitate analysis to show how much and when a building consumes energy, and help develop and implement strategies to control energy and operational costs. With intelligent services, Trane integrates technology, advanced analytics, and more than 100 years of expertise to transform building data into actionable insights – all to optimize business performance. Using intelligent services and other technology-enabled solutions Trane can quickly develop a customized plan for a building, improving operation from the inside out.

Renewable Energy and Power Solutions are clean energy alternatives such as wind, solar, co-generation and waste-to-power, which can help building owners and operators increase their energy autonomy and fulfill regulatory or other sustainability obligations. These socially responsible solutions can reduce costs while improving the reliability of the energy source.

Energy contracting allows organizations to use future energy and operational savings to help finance infrastructure improvements up front. Energy contracting is a funding option that provides measurable business results to support strategic organizational objectives. Trane is a NAESCO-accredited energy services company.

Trane Building Advantage energy solutions range from design and implementation of energy savings projects to retrofitting and improving existing systems. Trane energy contracting services are cost effective and, over time, can largely pay for themselves with minimal impact on cash flow or capital investment required.

Energy Procurement and Management Services offer supply and service expertise to help building owners secure reliable, competitively sourced and priced electricity and natural gas along with a suite of reporting services for best-in-class building energy management.

Fellon McCord, a Trane affiliate in global building energy management and sourcing solutions with more than 20 years of experience serving commercial, industrial, institutional and government customers, helps clients reduce energy costs by applying expertise in electricity and natural gas markets, securing the best pricing and contract terms from suppliers, and delivering unsurpassed market intelligence and customer service.

An industry-exclusive, 24/7 Power Control Center, available only through Trane Building Advantage energy solutions, offers clients the ability to get closer to the wholesale energy markets and the support they need to make real-time decisions that impact their bottom line.

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About NFMT

NFMT, held March 10-12, 2015, is a trade show and educational conference held in Las Vegas for facility professionals responsible for the management, operations, maintenance, renovation and construction of non-residential buildings.

About Ingersoll Rand and Trane

Ingersoll Rand (NYSE:IR) advances the quality of life by creating comfortable, sustainable and efficient environments. Our people and our family of brands—including [Club Car®](#), [Ingersoll Rand®](#), [Thermo King®](#) and [Trane®](#)—work together to enhance the quality and comfort of air in homes and buildings; transport and protect food and perishables; and increase industrial productivity and efficiency. We are a \$13 billion global business committed to a world of sustainable progress and enduring results. For more information, visit www.ingersollrand.com.

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