

UNITY

BUILDING AUTOMATION

www.kiteandlightning.com



KITE & LIGHTNING

WHO IS KITE & LIGHTNING?

Kite & Lightning is a Seattle based, software development firm, focused on producing and delivering high performance, building automation solutions that provide visibility, control and analysis over a large array of energy endpoints.

Our team has directly managed the install of over 1,200 building automation solutions across the country and we've learned that strong, positive savings results can be reliably replicated in a wide variety of commercial building types. The industry is full of incremental solutions but we have discovered that the most sizable and repeatable results are achieved when taking a comprehensive approach to each facility.

For example, HVAC is by far the biggest area of energy use in commercial buildings and yet there is an epidemic of undiagnosed performance issues that cause substantial waste. These invisible mechanical issues severely impede the ability to optimize run times, trim energy waste and ultimately achieve savings goals. So instead of just offering monitoring and control we also provide a powerful suite of diagnostics tools that monitor the health of each piece of equipment and constantly commission each unit for maximum performance.

It's this combined approach of offering both best-in-class monitoring and control as well as under the hood mechanical diagnostic, analysis and performance monitoring tools that make Kite & Lightning unique.



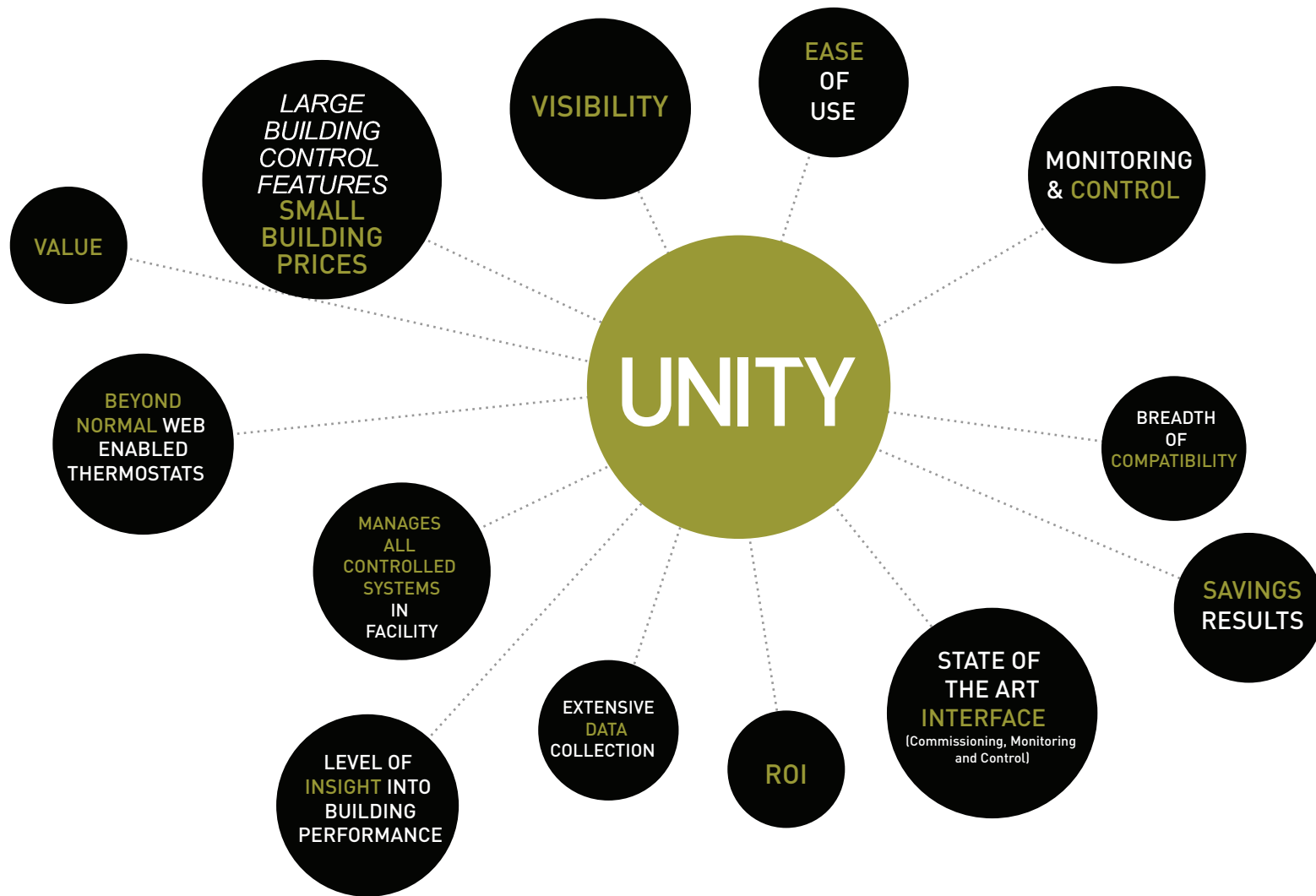
UNITY OVERVIEW

ENERGY OPTIMIZATION & CONSERVATION SOLUTION

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WHAT MAKES UNITY DIFFERENT?





Introducing UNITY. The most intuitive, comprehensive and cost effective energy optimization & conservation solution available today.



PROVIDING CENTRALIZED CONTROL & A WINDOW INTO YOUR FACILITY

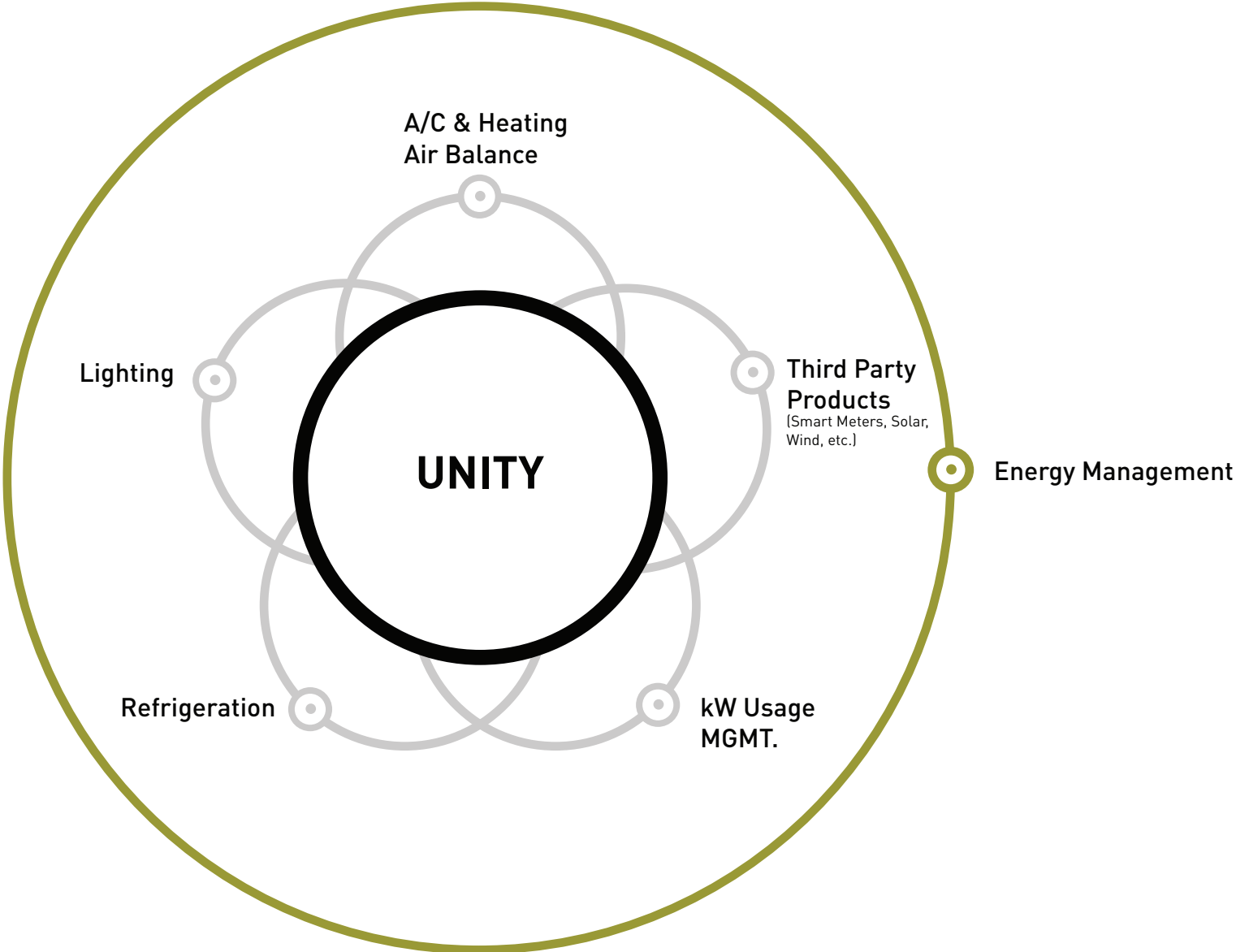
Filters get dirty, belts break, technicians cut corners and problems occur. It can be painfully difficult to troubleshoot equipment issue without complete visibility.

The answer is UNITY.

UNITY makes life easier by giving you a window into your facility and with 24/7 high-performance predictive monitoring you'll be alerted before the problem is critical.



THE UNITY SOLUTION KEY AREAS OF INTEREST

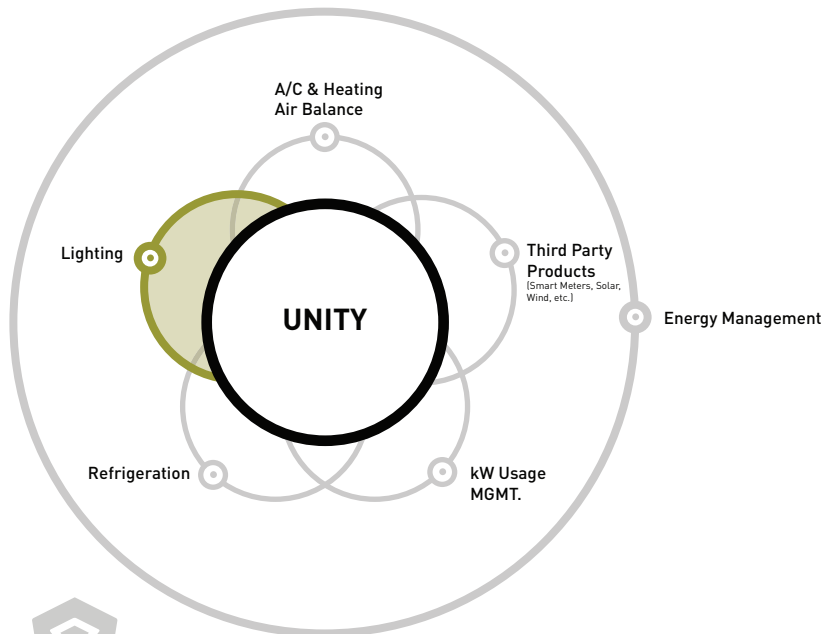


THE UNITY SOLUTION KEY AREAS OF INTEREST (Cont.)



Lighting

- Visibility
- On/Off Individual Circuit Control
- Optimization
- Scheduling
- Dimming - Lumen Harvesting
- Monitoring
- Secure Remote Access
- Reduced Operational Cost



THE UNITY SOLUTION KEY AREAS OF INTEREST (Cont.)

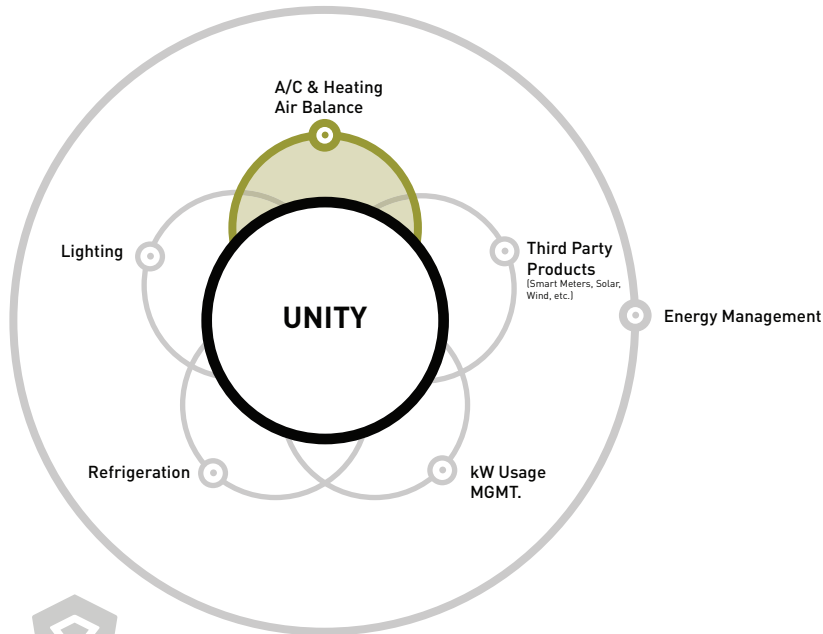
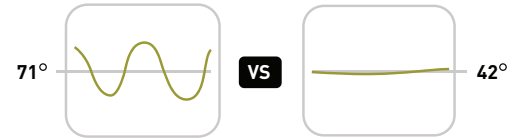


A/C, Heating & Air Balance

- Visibility
- Optimization
- Increased Efficiency
- Predictive Performance Monitoring
- Secure Remote Access
- Redundant Control
- Reduced Operational Cost
- Reduced Maintenance Costs

- Unity's Proprietary Environmental Modeling Software

TRADITIONAL THERMOSTAT VS UNITY'S ENVIRONMENTAL MODELING SOFTWARE



THE UNITY SOLUTION KEY AREAS OF INTEREST (Cont.)

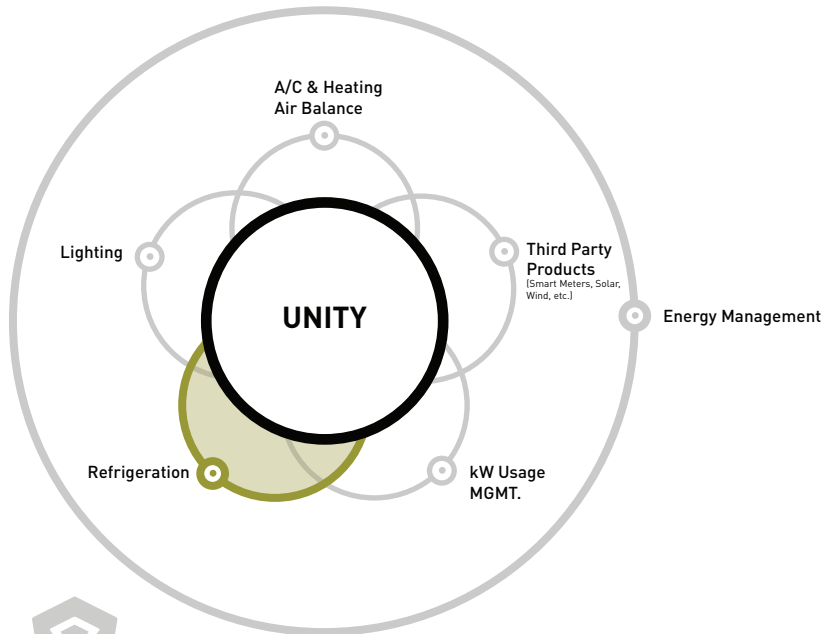
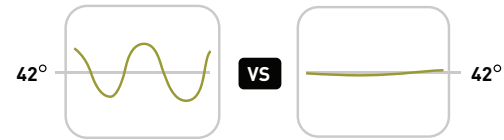


Refrigeration (Walk In Freezers/Coolers, Reach Ins, Etc.)

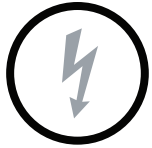
- Visibility
- Predictive Performance Monitoring
- Secure Remote Access
- Door Alarms
- SMS Text & Email Alerts
- Reduced Operational Cost
- Reduced Maintenance Costs

- Unity's Proprietary Environmental Modeling Software

TRADITIONAL THERMOSTAT VS UNITY'S ENVIRONMENTAL MODELING SOFTWARE

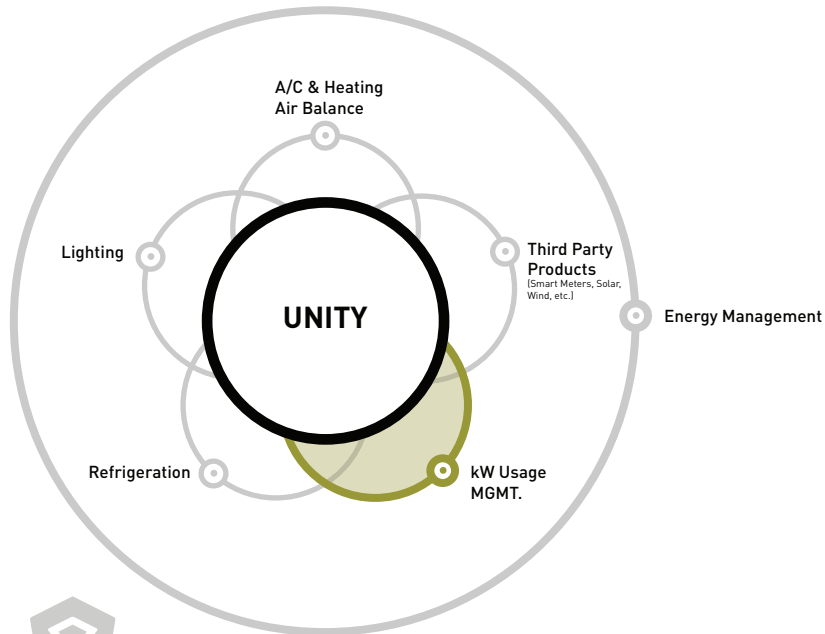


THE UNITY SOLUTION KEY AREAS OF INTEREST (Cont.)



kW Usage Management

- Visibility
- Peak Demand Management
- Daily Load Management
- Secure Remote Access
- Reduced Electrical Costs



THE UNITY SOLUTION KEY AREAS OF INTEREST (Cont.)



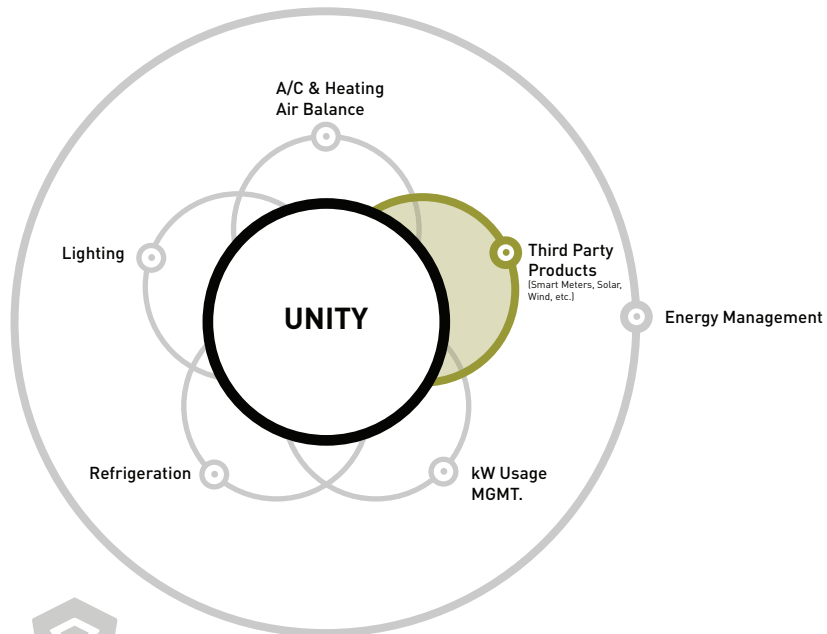
Third Party Product Integration

- Flexible Open Architecture (Not tied to a single technology)



FLEXIBLE

- Monitoring & Control Integration (Refrigeration, Lighting & HVAC)
- Compatibility (Smart Meters, Solar, Wind, Cogeneration, etc.)

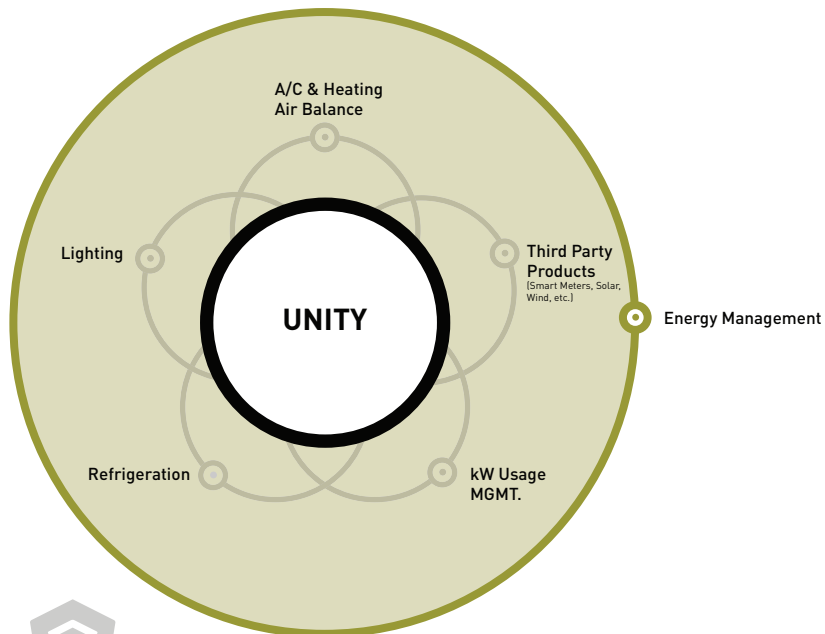


THE UNITY SOLUTION KEY AREAS OF INTEREST (Cont.)



FOCUSED ON OVERALL COST AVOIDANCE

- Great Visibility - A Window Into Your Building(s)
- Remarkable Ease Of Use
- Drastically Reduced Electrical Costs
- Greatly Reduced Maintenance Costs
- Unmatched ROI



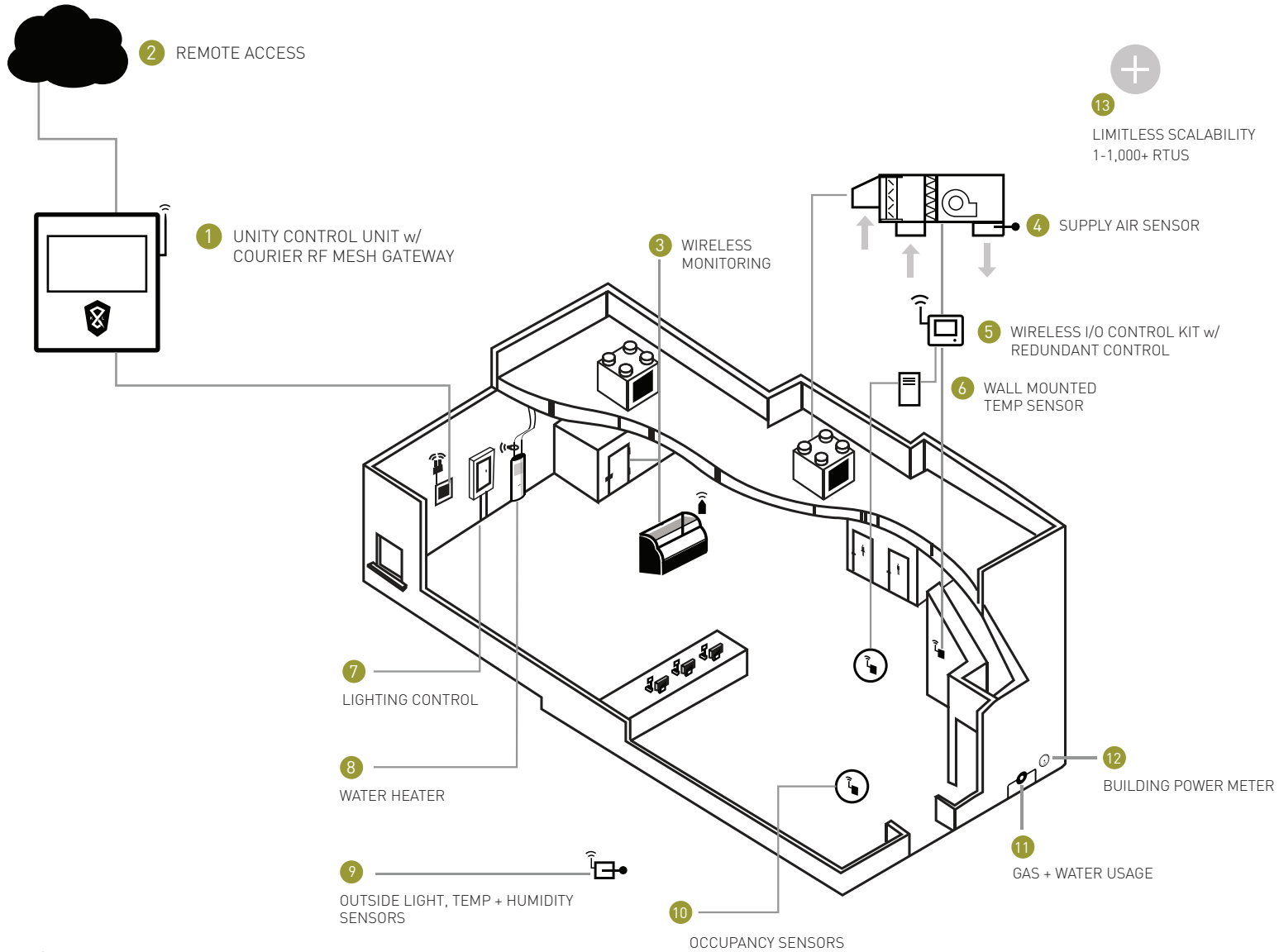
UNITY TOPOGRAPHY

SAMPLE CONTROL OVERVIEW

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UNITY TOPOGRAPHY



UNITY WIRELESS

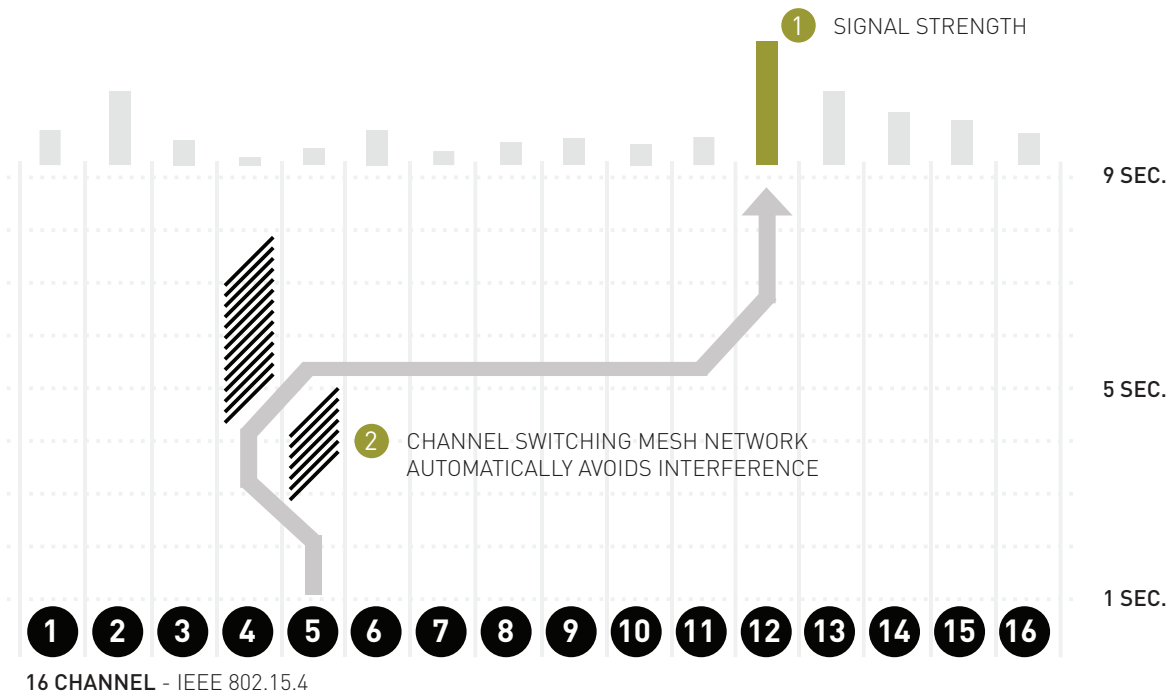
RELIABLE WIRELESS INFRASTRUCTURE

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UNITY WIRELESS

Communicating wirelessly greatly reduces installation costs, but interference-heavy environments such as hospitals and data centers have traditionally made wireless communication difficult. Unity incorporates a sophisticated, channel-hopping mesh network that can maintain communication in even the harshest environments.



UNITY CLOUD CONTROL

SECURE REMOTE ACCESS

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Cloud Control gives you complete access to your facilities at anytime from anywhere.



UNITY CLOUD CONTROL (CONT.)



Supports Multiple Facilities

- 1-1,000+



Aggregated Data & Reports

- Current Energy Usage
- Monthly Savings Information
- Alerts & Maintenance Issues
- Historical Data
- All Customizable & Automatically processed



Customizable Interface

- Branded To Your Business or Corporation
- Customizable Reporting



Remote Access

- Secure Connection
- User Management
- Full Real-Time Control

