GREENLIGHT TECH

UNLOCK INNOVATION

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# HOW IT WORKS

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# 1. Who we are

Founded in 2025, **Greenlight Tech** will provide top-notch IT solutions to clients worldwide that empowers businesses to thrive. Our team has built a strong reputation for our expertise, reliability, and commitment to customer success.

Greenlight Tech has partnered with **BeeBryte** to help companies simplify and improve the way they manage HVAC and Refrigeration systems. We use a mix of data science, field expertise, and proprietary AI-based technology to control equipment remotely — dynamically, predictively, and automatically.

We work with industrial buildings, warehouses, and large retail stores that have significant cold consumption. Whether or not they already have a Building Management System (BMS), we can either connect to existing infrastructure or install/upgrade a new class A BMS.

https://greenlight-tech.com/

**Video resources**:

- What is BeeBryte? - www.beebryte.com
- Client Reference - Intermarche

# 2. What we do

**Our Services:**

- **Dynamic & Predictive Control-command**: Real-time optimization of HVAC-R systems to reduce energy consumption and wear.
    - How the Predictive Control Works

    1. BeeBryte connects to the site's HVAC and/or Refrigeration equipment (via a BMS or directly).
    2. Our AI models & thermal experts predict thermal needs and automate setpoints.
    3. Control-command remains fully remote and non-intrusive.
    4. Site teams stay in charge and receive alerts or suggestions if needed.
    5. Results are visible within a few weeks: lower costs, smoother operations, fewer equipment issues.

- **BMS retrofit or installation / BMS maintenance** : We modernize or install high-performance control systems to meet both operational and regulatory standards.
- **HAVC-R equipment retrofit**
- **Energy saving strategy (audit)**

## 3. Why clients choose BeeBryte

- Up to **-40% in energy costs**, with no major works required
- Better **temperature stability** and **equipment lifespan**
- Enhanced **operational resilience** and **risk reduction**
- Clear impact on **$CO_2$ emissions** and ESG targets
- Less time spent managing HVAC-R issues

*We have a proven track record in Europe and Asia, with more than 120 successful deployments.*

## 4. Key client profiles

| ***Sector*** | ***Typical Site Characteristics*** |
|---|---|
| *Cold logistics* | Large warehouses, temperature-controlled storage |
| *Food & beverage industry* | Production plants, refrigeration-intensive operations |
| *Retail (hypermarkets)* | Large stores with chilled/frozen sections |
| *Pharma & cosmetics* | Temperature-sensitive stock and production |

## 5. Customer References

- Client Reference - Intermarche
- https://www.beebryte.com/references/

## 6. Client Assessment Form

Instructions for use:

1. Send back the completed form and required documents

- If several answers apply, please select all applicable answers
- If you do not know how to answer, please leave blank

2. If you have any questions about how to fill out this form, please contact: Greenlight@greenlight-tech.com

# I. Site general information -

## Company name:

Site name and location

| | |
|---|---|
| Building's activity | Office Retail Logistics F&B (cold rooms)<br>Other industry: |
| Total Gross Floor Area | m2 |
| Are there any cooling systems? | Yes – approximate ratio or floor area:<br>No |
| Are solar panels installed on the site? | Yes – capacity: _____ kWp<br>No |
| **Please attach the site's ground plan with different zones** | Attached? |

# II. Electricity consumption and bill

| | |
|---|---|
| Consumption of electricity (kWh) | |
| Estimation of the cold consumption proportion | kWh / month OR kWh / year:<br>% OR kWh |
| Total electricity bill (please indicate currency if different to AUD) | / month OR / year |
| Average maximum demand (MW) | MW |
| Do you have a contracted capacity? | Yes – _MW No |
| **Please attach 3 recent electricity bills** | Attached? |

## III. Electrical diagrams and metering

| | |
|---|---|
| Is the electrical consumption of the HVAC system sub-me-tered? | Yes |
| If yes, which equipment are metered? (Chiller, Pumps, AHUs, F_C_U_s_,_...)_?_ _ | No |
| **Please attach electrical diagrams for: General Low Voltage Panel, Cold production and distribution panels** | Attached, General Low Voltage Panel diagram?<br><br>Attached, Cold production panel diagram?<br><br>Attached, Cold distribution panel diagram? |

## IV. HVAC system description

| | |
|---|---|
| How is the cold production ensured? | Chiller plant Cold production plants (positive or negative temperatures)<br><br>District Cooling Plant VRV/VRF Other: |
| If there is a chiller plant, please describe the system | Number of chillers:<br>Tonnage of chillers (RT): |
| Please indicate distribution (air-side) equipment | AHUs – _approximately units<br>FCUs<br>VAVs<br>Others: |
| What is the acceptable temperature range in the building? (example between 22°C and 26°C)<br><br>And which schedule? (24/7?, office hours?) | |

# V. HVAC system control

| | |
|---|---|
| When do you use the HVAC system? | 24/7<br>On/off time program:<br>Other: |
| How is the HVAC system controlled currently? | Manual control on equipment<br>Manual control from BMS/automation system<br>Automatic control by BMS/automation system |
| Please indicate distribution (air-side) equipment | AHUs – _approximately units<br>FCUs<br>VAVs<br>Others: |

Please describe the BMS/automation system:
- One or multiple systems?
- Brand of BMS/automation software
- What can be controlled using the BMS/automation sys-tem (which HVAC equipment, which setpoints, etc.)
- Communication protocol (BACnet, Modbus, etc.)
- Any other information

***Following questions are related to the BMS(s). If the site does not have BMS, skip to the next section.***

| | | |
|---|---|---|
| What equipment is shown on the BMS(s)? | VRV system | Yes / No |
| | Chillers | Yes / No |
| | Pumps | Yes / No |
| | Cooling towers | Yes / No |
| | Air Handling Units (AHU) | Yes / No |
| | Fan Coil Units (FCU) | Yes / No |
| | Variable Air Volume (VAV) | Yes / No |
| | Building plan with position of AHUs, FCUs | Yes / No |
| | Electrical meter | Yes / No |
| | Thermal energy / BTU meter | Yes / No |
| | Building plan with position of AHUs, FCUs | Yes / No |
| | Any other information: | |

| | |
|---|---|
| **Please attach the different views shown in BMS(s)** | Attached, overview of HVAC system<br>Attached, view of chiller plant<br>Attached, detailed view of one chiller |

**Attached, view of distribution equipment** (AHUs FCUs…)

**Attached, detailed view of one AHU**
Attached, overview of HVAC system metering

## VI. Current Management organisation

| | |
|---|---|
| How is FM operation for HVAC managed? | Provided in-house Outsourced Maintenance contracts Outsourced performance contracts Other: |
| How is HVAC maintenance managed? | Provided in-house Outsourced Maintenance contracts Outsourced performance contracts Other: |

## VII. Other comments or remarks

Please write below your comments and any additional information that you consider relevant regarding the building's HVAC system and its control.