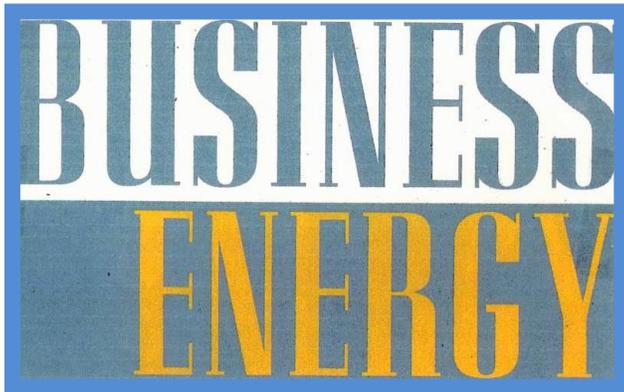


# HIGH TECH EDS EARNS INCENTIVE FOR INSTALLING WINDOW FILM THAT HELPS CONTROL ENERGY COSTS

Miami, FL  
(FPL Case Study)

## SUCCESS STORY



**Problem** Founded in 1962, EDS is an international company that helps clients prosper in the digital economy. Its 45,000-square-foot Miami office building houses more than 150 people who provide support for computer systems at Continental Airlines and Amadeus, a travel agency management system.

Though an extremely high-tech company, EDS' Miami office suffered from the same problem that plagues so many Florida buildings. In the afternoon, sun streamed into the more than 1,020 square feet of west-facing windows – building up heat and glare, and making life altogether unpleasant for employees working on the west side of the building.

“We definitely knew when it was afternoon because it really got on the warm side,” said Don Dewhurst, senior service center analyst for EDS' Miami office. “People would come by all the time to complain that the air conditioner was not working, even though we had 40 rooftop air conditioners on the building. Employees would fiddle with the thermostats so much that we eventually had to lock them up with protective covers.”

Individuals, especially those using the company's west-facing conference room, would try closing the vertical blinds to block the afternoon sun. But that only made the rooms darker and reduced glare. Heat buildup remained a problem.

A native of south Florida, Dewhurst knew what heat could do to a building and its employees. He was determined from the day the company moved in to install window film. However, it wasn't until the company's lease was up for renewal in 2000 that he convinced the landlord to allow EDS to install window film.

**Analysis** Since the landlord, The Adler Group, had installed window film on a similar building, Dewhurst contacted Adler for a recommendation. A company representative's answer: a high-quality window film that could address heat gain, UV exposure and glare.

When Rafael Fernandez, the owner of Conianza Window Tinting Inc., examined the building, he noticed that the facility's windows did little to reduce heat or glare. He also noted that employees working on the west side of the building had no privacy – anyone walking by could watch them. He recommended a reflective film that afforded occupants privacy while still letting them look out. In light of Florida's extreme wind storms, he advised using a film that adheres to the glass window in a manner that reduces shattering.

Fernandez also encouraged EDS to take advantage of FPL's Commercial/Industrial Building Envelope (CIBE) program, which provides an incentive for installing qualifying window treatments. The FPL program to help commercial and industrial properties control their electricity bills was a perfect fit for EDS.



(From left) FPL CIBE Program Sales Manager Alberto Mizrahi, EDS Senior Service Center Analyst Don Dewhurst and Conianza Window Tinting Owner Rafael Fernandez put their heads together to help EDS control its energy costs. Their combined efforts resulted in installation of window film (partially paid for by an FPL incentive) that's expected to save 10,000 kilowatt-hours of energy annually.

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It also maintains a better climate equilibrium in the building itself.”

**Benefits** EDS earned a \$713 incentive – almost 70 cents per square foot of qualifying glass – from FPL for participating in the CIBE program. Since the film was installed during the cooler winter months, it's too early to tell how much the company will save on its electric bill. But total energy savings are expected to be 10,000 kilowatt-hours (kwh) a year, with a demand reduction of 5 kw.

According to Mizrahi, EDS will experience other benefits, including a longer life for fabric and other types of furnishings, enhanced building appearance and less glare on computer monitors. The film also reduces wear and tear on electrical equipment, which increases its life and reduces energy costs.

“Privacy has also been a benefit. During the day, the people walking by can't see in, but our employees can see out,” said EDS' Dewhurst. “But the comfort level was the main reason we looked into window film, and that has definitely worked out.”

**Solution** EDS installed what Alberto Mizrahi, FPL CIBE program sales manager, termed the “Cadillac of films.” The sun control product chosen is a high-performance window film that reduces air conditioning costs and heat gain, along with glare and eye discomfort. The 1.5-millimeter thick, reflective silver window film has a 0.26 shading coefficient and deflects 78 percent of the sun's heat.

“With this window film, you're also gaining a longer life for your furnishings because it blocks so much of the ultraviolet light,” Mizrahi said. He added that the film bonds to glass so that, even though windows may break, they do so without the explosive effect that causes excessive damage.

“One of the wonderful things this film does is solve one of the major problems Florida buildings have – one side of the building is freezing and the other seems incapable of cooling down,” Fernandez said. “Installing film on the entire west wall automatically solves the problem with afternoon heat load.”