

# How will technology affect your company's future?

Do you have access to the capital you need to remain competitive?



Technology is fundamentally reshaping the competitive landscape for commercial HVAC service providers. It is driving smart solutions, workforce efficiency, and better financial management. However, many independent operators lack the capital, technology management expertise, and strategic planning support to replace outdated IT infrastructure and manual processes with systems that have a proven track record of results for HVAC business owners. This article provides an overview of some of the technologies to consider as you contemplate your company's future.



## Building Automation Systems

From design/build to retrofit, building automation systems transform commercial HVAC systems' design, management, and maintenance to reduce energy and operating costs. Smart meters control temperatures, humidity levels and airflow, putting control in the hands of landlords and facility managers via desktop, tablet and smartphone apps and enabling service providers to support customers proactively. Service providers with BAS capabilities enjoy a significant competitive advantage.

## AI-Enabled Field Service Support Platforms

An aging workforce and recruiting and training challenges make it increasingly difficult for HVAC business owners to keep up with demand. AI-enabled field force platforms are making technicians—of all experience levels—more efficient and effective with mobile access to OEM information, service records, automated workflows, and simplified customer communications tools. Investing in such systems is a workforce multiplier that increases margins and customer satisfaction.



## Enterprise Resource Planning (ERP) Systems

Many commercial HVAC business owners lack the visibility, reporting, and control to improve profitability. Replacing inadequate IT systems with a robust, cloud-based ERP system offers significant advantages, including streamlined operations, improved customer relationship management, enhanced inventory control, and better financial management. In most cases, taking advantage of ERP technology requires outside investment and partnership.

## PremiStar's Approach to Technology Transformation

Want to learn more about how PremiStar helps commercial HVAC business owners leverage new technologies? Even if you're not ready to engage in an acquisition discussion, we'll be happy to share information about our approach to partnership for technology transformation.



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