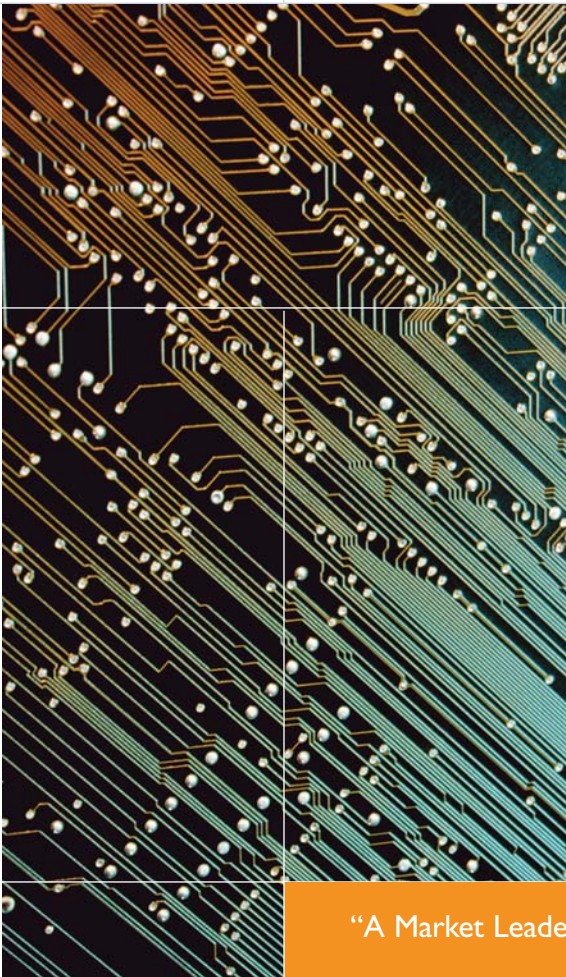




**Optimira Controls** is nationally recognized as a leading independent turnkey supplier of integrated building automation solutions.



Optimira Controls is the factory authorized exclusive area dealer/distributor for Delta Controls in the Greater Toronto and South Central regions of Ontario.

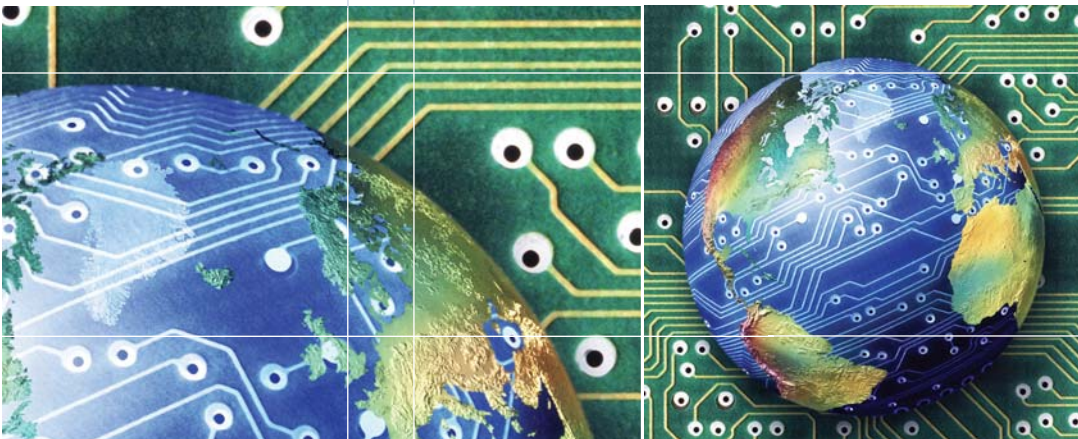
Since its formation in 1997, Optimira Controls has evolved into a leading regional player for the implementation of building automation and facility solutions involving new construction, retrofit, and service installations across virtually every vertical market – education facilities, healthcare, commercial buildings, residential hi-rise buildings, military and government facilities, design-build projects, and industrial installations. Our experience now spans over 800 buildings in the Greater Toronto and South Central regions of Ontario.

**“A Market Leader in the Provision of Integrated Building Automation Solutions”**

Optimira Controls has established an exceptional track record for successfully implementing innovative applications designed for succinct utilities management and facility monitoring – becoming the preferred provider of building automation solutions for a broad array of premier clients. Our partnership with Delta Controls allows for the optimal blending of cost-effective, high-quality solutions while utilizing the latest technologies currently available. As a result, Optimira Controls delivers powerful integrated solutions that encompass standardized training and installation procedures as well as flexible cost effective solutions that are suitable for all vertical market segments.

The company's broad expertise has earned it an unparalleled reputation as the industry-accepted alternative to the big OEM control companies without any sacrifice to quality or service.

To date, Optimira Controls' record includes the installation of over 1,000 DDC systems in Canada and the United States and the completion of C\$50+ million (US\$45+ million) in building automation projects.



Optimira Controls understands that building controls systems are critical to achieving the corporate mission of many companies – whether it is the maintenance of proper laboratory conditions or critical cooling systems that can heavily impact the output of daily facility operations. Not only are the most suitable and resourceful designs identified for the particular control system in conjunction with selection of the most appropriate equipment components, but Optimira Controls will also deliver full-time remote access monitoring as part of our customer support.

**The Optimira Controls customer support program will also provide the following:**

- ▶ Preventative Maintenance Programs
- ▶ 24/7 Emergency Services
- ▶ Service and Energy Performance Reporting
- ▶ Client Training
- ▶ Real Time Energy Management Services



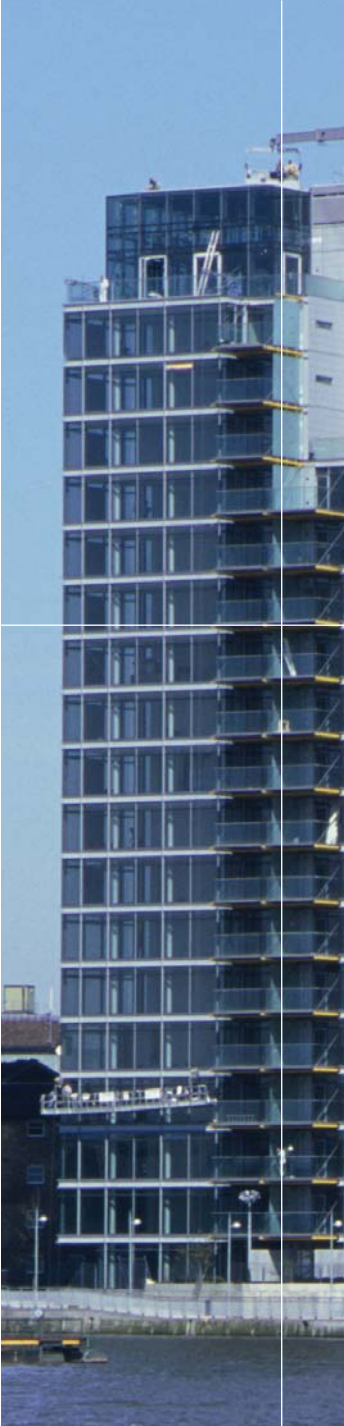
Optimira Controls has steadily expanded into a supplier of Total Facility Solutions, providing comprehensive service-delivery capabilities for controls and mechanical systems.

As the authorized area distributor of Delta Controls, Optimira is recognized as a leader in building automation systems – providing customized state-of-the-art Direct Digital Controls (DDC) hardware and software for your HVAC, lighting, and facility access requirements that enable the delivery of an improved quality of a building’s environment by maximizing comfort, productivity, safety, and energy efficiency. Most importantly, Optimira Controls is unique in its position as a single source independent provider of integrated products and services, and universal inputs – designing and implementing a complete building control system that optimizes both comfort and energy efficiency at a **lower installation cost** as well as a **lower maintenance cost**.

**Whether your facility is large or small, Optimira Controls delivers innovative control technologies that enable customers to better manage their increasingly complex building facilities.**



“A Leading Independent Turnkey Supplier of Integrated Building Automation Solutions”



Optimira Controls is pleased to partner with Delta and serve as the exclusive regional distributor of Delta Controls products.

#### **What makes Delta Controls distinct?**

- ▶ Delivered the world's first integrated native BACnet building automation system solutions encompassing HVAC card access and lighting products, and featuring full interoperability
- ▶ Recognized as one of the world's leading developers and manufacturers of high quality BACnet building automation systems
- ▶ Set the standard for building controls management while optimizing facility performance – essentially raising the standard for building facility performance while reducing operating expenses like energy savings
- ▶ Delta Controls' ORCA hardware is specifically native BACnet which means that the database objects in the controller can be seen by any other BACnet-compatible system. Data can be exchanged between other BACnet devices without the need for gateway hardware to map data between differing proprietary communication protocols. Native BACnet refers to a device that represents data in BACnet format and communicates utilizing BACnet messaging. Systems incorporating native BACnet devices provide facility owners and managers with superior system performance, interoperability and scalability
- ▶ Delta Controls Inc. is a founding member of the BACnet Manufacturers Association
- ▶ Ensure the highest level of innovative design, product quality and customer design in the industry sector by maintaining research, development, production and customer solutions from a single source
- ▶ Utilize research and development teams that deliver leading edge hardware and software products which are interfaced through user friendly formats in order to deliver a combination of performance results via ease of operation and management
- ▶ Designed its native BACnet, HVAC, lighting and card access control systems to work together in a seamless fashion – delivering the end-user with an operator-friendly integrated system that improves efficiency, productivity, and cost-effectiveness

Delta Controls delivers the ORCA (open real time control architecture) series of BACnet building automation controller and operator workstation software. The ORCA series delivers top-to-bottom BACnet connectivity and functionality from the internet-linked operator workstation (ORCAview) or ORCAweb browser/PC dashboard, right down to the individual room thermostat BACstat, card access system, and the room lighting control systems.

Delta Controls has also developed LINKnet – a proprietary protocol for use with Delta’s Native BACnet controllers. LINKnet uses a BACnet MS/TP backbone with Delta proprietary network services. The purpose of LINKnet is to provide incremental point count expansion to the ORCA Controllers as well as provide specific specialized I/O in small quantity to a standard controller.

Since its inception, Delta Controls has continued to raise the standard of building comfort while reducing operating expenses in commercial, retail, government buildings, manufacturing, transportation, sports and other entertainment facilities, schools, universities, museums, and hotels.



**As the regional distributor of Delta Controls products, Optimira Controls provides extended comprehensive deliverables to our growing stable of customers:**

- ▶ We design, install, operate, and maintain energy control systems that regulate energy use, heating, ventilation, air conditioning, lighting, and security for both residential and non-residential buildings
- ▶ We are committed to achieving interoperability by integrating different vendors into a coherent automation and control system so that users may seamlessly navigate and control multiple vendor products between different building systems and multiple building sites
- ▶ We optimize energy use while improving comfort and security
- ▶ We address more predictable or lower energy spending plus higher quality or more reliable power while lowering operational costs through effective power usage strategies
- ▶ We bring tailored financing packages to the table to fund capital equipment improvements in order to minimize the impact on the customer's immediate cash flow that can be used instead for immediate core business development needs
- ▶ We implement the Optimira Controls' unique Total Maintenance Program in order to assess a facility's specific support requirements and keep systems operating at consistent levels
- ▶ We provide timely, accurate, and detailed service reports – allowing for informed management decisions on the operations of a building facility

**Optimira Controls – committed to providing the highest level of customer satisfaction through innovative, cost-effective client-focused solutions complimented by superior, turnkey project and service capabilities.**



From Vision to Realization

