

The background of the slide is a nighttime cityscape, likely New York City, with the Empire State Building as the central focus. The building is brightly lit with yellow and red lights. Other skyscrapers and the city lights are visible in the background. The image is framed by large, overlapping geometric shapes in shades of orange and blue.

# Turnkey Facility and Energy Solutions

**MINORITY, VETERAN AND  
WOMEN-OWNED BUSINESS**



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# ABOUT US

DVM Industries is a Turnkey Facility and Energy Solutions Company that specializes in providing services to the Residential, Commercial, Banking, Hospitality and Healthcare markets. Our portfolio of services is customized to meet the client's needs in energy efficiency, as well as installation, service, maintenance, and post-upgrade care services. We provide achievable solutions and maximum realized savings.

Our qualified team of professionals and engineers manage the process, from concept to completion, of designing and self-performing upgrades. Some of our services include LED Lighting, General Maintenance Services, Exterior Services, Electrical, and Plumbing services. DVM has a team in-house, which allows for projects to be done smoothly, while eliminating unnecessary markups from sub-contractors. This also allows us to have better control over projects and adapt to situations in the field quickly- delivering projects on time and on budget.

Our team works with the local utilities to secure grants and rebates to offset the capital investment of the Energy Efficiency Projects.

Our company's name reflects our core business:

**D**etect opportunities or issues within the facility.

**V**erify the solutions that are available.

**M**aximize the facility's efficiency and customer satisfaction.





# OUR PHILOSOPHY

Clients who have been with us will tell you that we have a service-focused on quality. DVM Industries' management structure is based upon the following core principles:

**CLIENT FOCUS** – Our clients and their needs always come first. This is the foundation of our business.

**SUPERIOR SERVICE** – At DVM Industries service means striving to be the best. It is our core value and is reflected in all that we do. It always means attention to detail and responsiveness to client needs – current and future.

**OUR PEOPLE** – We know that in a service business such as ours, we can only deliver superior service if we have the best people. So, although our organization has grown, we still select our people one by one.

**INTEGRITY** – The belief that integrity goes hand in hand with superior service has guided our business transactions. It is evidenced in our loyalty to clients and concern for their businesses, as well as respect for our employees and concern for their goals. It has helped us earn the trust of clients in almost every business category.

**RELATIONSHIPS** – Through service and integrity, we have built a roster of long-term clients who rely on us to consistently deliver, day in and day out.

**PROFESSIONALISM** – We take pride in our company, our work, and our employees. We recruit people who understand and share our core values, then teach them to function as a team. We invest in their training, equipping them with the latest tools and technologies.

# SUITE OF FACILITY SERVICES

In business, little things make a big difference. In facility management, lots of “little things add up to big responsibilities.” As today’s property managers are forced to handle more locations, more tasks, and have more responsibilities with less resources and less time, DVM Industries has created a comprehensive suite of facility services.

With regional programs designed to fit any budget, we service multiple locations every day making sure that all those little things make a big impression. We integrate a full range of installation and service capabilities. We help our clients solve their toughest problems with expertise in service and maintenance, design-build, engineering and installation.

DVM Industries has the following capabilities:

- 24/7 call center to support our clients at any hour
- 4-hour response time for all service calls
- Dedicated account manager in order to provide the best customer service. This also allows for our managers to become familiar with all locations (tough access, problem sites etc.)
- Signed work order system which is provided to the manager prior to leaving the site
- Vehicle GPS allowing for real time status updates

DVM Industries invests in our employees through education and technology such as:

- |                                   |  |
|-----------------------------------|--|
| • Classroom training              | • New Technology training                    |
| • On-site training                | • DVM's team is at the forefront of industry |
| • Safety training                 | technology, which allows us to provide our   |
| • Equipment manufacturer training | customers with the most economical and       |
| • Certifications                  | viable solutions                             |

DVM Industries tracks Key Performance Indicators (KPIs) through our robust reporting capability of our business management software to ensure that we are meeting the expectations of our customers. DVM's management team reviews the following KPIs sent via automated report. The KPIs marked with an \* are reviewed daily and all others on a weekly basis during DVM's account meeting.

- Technician Performance (estimated versus real time repair and diagnosis)
- Customer Satisfaction (documented complaints/issues per location/technician, timeliness of processing quotes and scheduling jobs)
- Service Quality (call backs)\*
- Response Time (based on call level to location and close out in Real Suite)\*
- Inventory Management (trucks stock to ensure all trucks are equipped to respond to calls and make routine repairs)
- Current Resource Allocation (Review maintenance/service calls against man hours to ensure we have enough staff)



## LED LIGHTING UPGRADES

One of the biggest challenges for a property owner is to find the right lighting solutions and then keeping that lighting maintained. Whether you are looking for a custom lighting maintenance program for your property or just want to give your property a new look. DVM Industries' lighting representatives will provide you with a customized plan to do so.

Our value engineering approach allows us to cross-match our clients' lighting specifications with alternative fixtures that meets their budget, design goals and schedules.

*100 United Nations, New York, NY.*



**BEFORE**



**AFTER**

DVM Industries provides turnkey LED lighting services including the audit/survey, controls configuration, installation, engineering and design, project management and rebate management. With our team of experts, we evaluate the facility at no cost to the client and provide recommendations to optimize savings while maintaining or improving light levels. We provide a full ROI and Simple Payback analysis reports to the client, as well as any available rebates and a 10 year cash flow analysis.

Additionally, we have an in-house team of electricians that allows clients to reduce installation costs, while providing better control over the project.





## Lighting Services we offer:

- LED Lighting Solutions
- LED Pole Lighting
- Energy Savings Programs
- Managed Maintenance Programs
- Pole Lighting Maintenance
- Retrofits
- HID Lighting
- Site Lighting
- Canopy Lighting
- Ballast Replacement & Wiring
- Aerial Bucket Truck Services
- Exterior Lighting Surveys-
- Photometric Lighting Surveys
- Parking Lot Re-Lamps
- Interior Lighting
- LED Lighting Solutions
- LED Lighting Retrofits
- Fluorescent Lighting
- HID Lighting
- Track Lighting
- Neon Lighting
- Incandescent & Halogen Lighting
- Ballast Replacements & Wiring
- Lighting Retrofits
- Interior Lighting Re-Lamps
- Energy Savings Programs
- Exit & Emergency Lighting
- Managed Maintenance Programs

## LIGHTING CONTROLS

It is important to mention that adding lighting controls will enhance energy savings and allow you to comply with local laws, yield higher savings and qualify for higher incentives. Lighting control systems provide in-lighting energy cost control and energy efficiency by involving communication between the lighting equipment and a central control system that can be adjusted.

Some of the Lighting controls we manage are: Occupancy Sensors, Dimmers, Daylight Harvesting, Daylight Dimming and Timers.



## ELECTRONICALLY COMMUTATED (EC) MOTORS

DVM Industries specializes in auditing and retrofitting existing motors both interval and fractional motors to EC (Electronically Commutated) We offer fully programmed EC Motors to save energy costs related to:

- Fan Powered Boxes
- Fan Coil Units
- Dry Coolers
- RTU's (Rooftop Packaged Units)
- Exhaust Fans
- CRAC Units (Computer Room A/C

Our technicians are highly trained on motor programming, installation and specification.

### The Benefits

- **30 – 80% More Efficient** – High Energy Energy Savings- Payback 1-3 Years.
- **Motors run extremely quiet**, typically 70% less than your standard motor.
- Due to high efficiencies, less heat is generated, reducing stress on the windings and bearings **which extends the life of the motor.**
- Soft ramp up and ramp down in speed results in **less wear and tear** of the equipment.
- **Recondition vs Replace:** Cleaning system and replacing the motor to an EC motor not only saves substantial energy but is much more cost effective vs replacing the entire unit.

## Case Study - Westchester Marriot Hotel, Tarrytown NY

Situated in historic Tarrytown and close to Westchester County White Plains Airport, the Marriot hotel is optimally located for business and leisure travelers.

**DVM Industries' EC Motor technology compared the operation of the existing fan coil unit with a Shaded Pole 1/15 hp Single Phase motor.**

Motor Speed	Shaded Pole Motor Watts	EC motor Watts	% Energy Saved
High	127	82	35%
Low	87	22	75%

DVM replaced and refurbished 440 units with EC Motors and performed a full Fan Coil rejuvenation which includes: cabinet refurbishment, blower assembly reconditioning, coil rejuvenation, condensate drip pan reconditioning / coating, clear and disinfect drain lines, and electric heater maintenance.





## ELECTRIC VEHICLE (EV) CHARGING STATIONS

The population of people who make up electric vehicle owners is rapidly growing, and will continue to increase as electric cars become more and more mainstream. EV Drivers will usually always choose their living or visiting destination by whether or not they can easily charge up their car. Positioning your business as a green alternative gives you a strong competitive advantage. We offer a turnkey approach from consulting, planning and procurement to installation and repair.

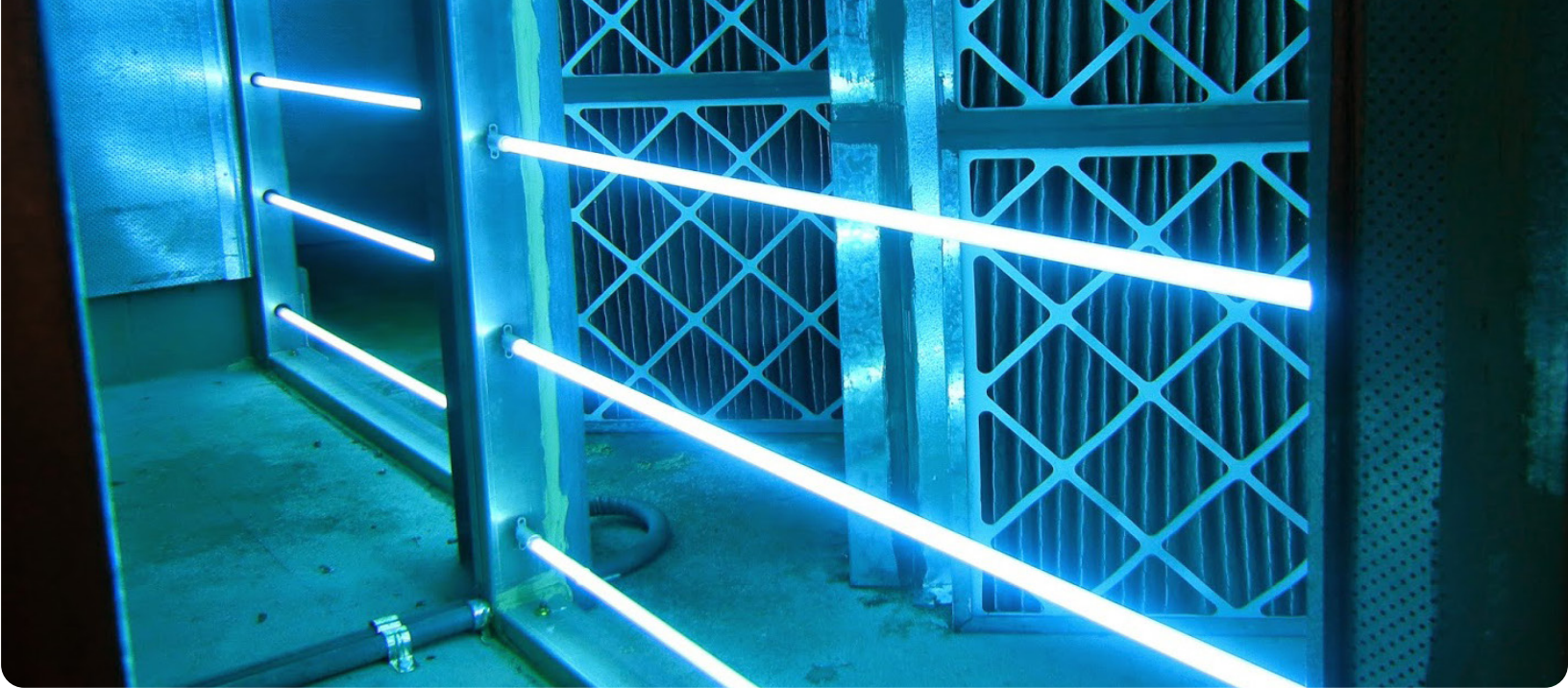
### BENEFITS OF INSTALLING EV CHARGING STATIONS

- Increase foot traffic
- Acquire new guests
- Generate income
- Being an industry leader
- Attract green conferences
- Boost guest satisfaction
- Hotel and retail amenities sales increase while non-guest EV drivers fuel-up

We offer our Property Partners with a flexible range of business models for EV charging equipment and services.

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- We own and operate the EV charging equipment, manage the installation, maintenance, and related services; and share a portion of the EV charging revenue with the property owner.
- Alternatively, Property Partners may share in the EV charging equipment and installation expenses, with DVM Industries operating and managing the EV charging stations and providing connectivity to the EV Charger Network.
- For Property Partners interested in purchasing, owning, and managing EV charging stations, we can provide EV charging hardware, site recommendations, connectivity to the EV Charger Network, and EV charger maintenance services.



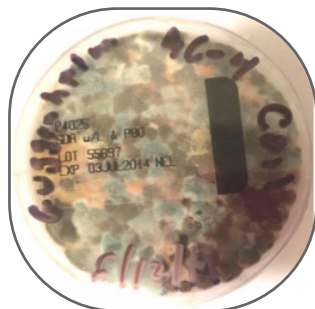
## UVC LIGHTING

Your HVAC system functions as a conduit for airborne microbial contaminants and is a breeding ground for mold. In order to fight against this, we must attack the epicenter which are your HVAC system and indoor working areas.

Ultraviolet germicidal irradiation (UVGI) is a sterilization method that utilizes ultra-violet (UV) energy at a wave length of 253.7 nm to break down microorganisms or inactivate viral, bacterial, and fungal species. UVC irradiation alters the molecular bonds within the ability of DNA of a micro-organism, thereby destroying them, rendering them harmless or prohibiting growth and reproduction.

For the most effective microbial control, UVC Emitters are installed in the supply side of the air system, downstream from the cooling coil and above the drain pan. This location provides more effective biofilm and microbial control than in-duct UVC installations.

### Contact plates after three weeks:



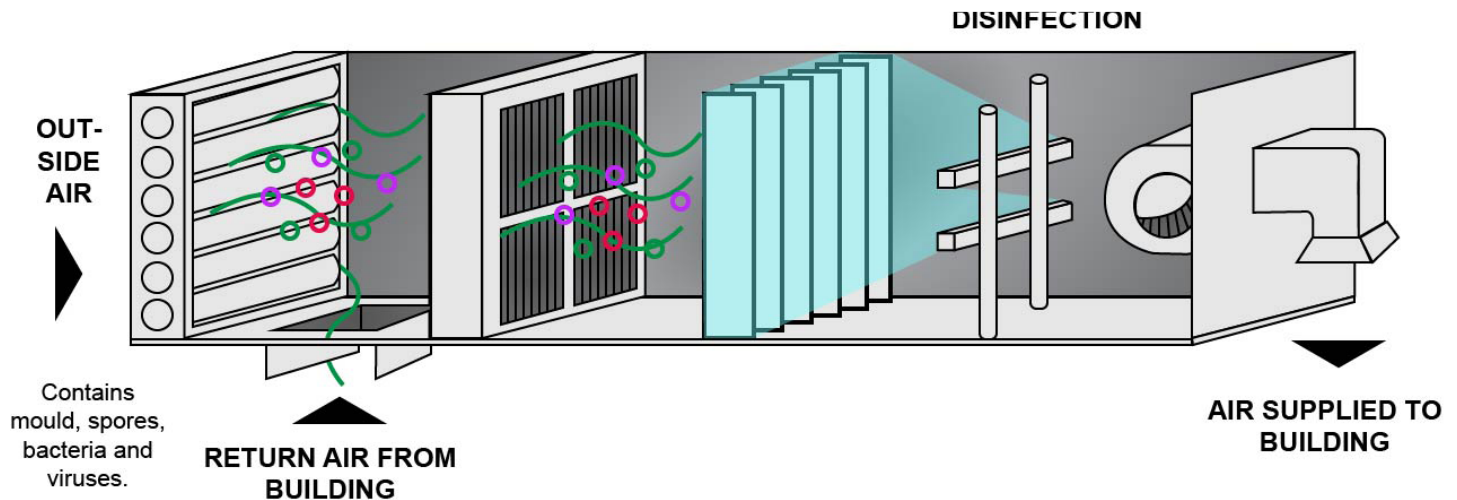
**Without UVC**



**With UVC**

UV Lighting for HVAC systems and Air Handlers effectively eliminates 90% or more of organic growth to significantly improve airflow and heat exchange efficiency, which not only reduces energy waste, but also decreases maintenance costs while providing cleaner indoor air quality.

Biofouling of coils particularly in commercial buildings robs efficiency. UV technology is a proven and cost-effective solution for both Indoor Air Quality and mold disinfection.



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## HVAC CONTROLS

HVAC operation accounts for the largest portion of a facilities' energy consumption. It is important to have the proper HVAC controls system in place in order to effectively control the units, reduce energy costs and run your HVAC system at peak performance. Most importantly in today's times, the right HVAC control is responsible for the comfort and health of a building's occupants.

Our controls are the backbone of large building automation systems, specifically made to meet the challenges of today's largest and most demanding facilities.





# REBATE MANAGEMENT

Upfront costs are a major barrier to implementing energy efficiency projects in businesses. An important goal of energy efficiency policies and programs is to help minimize these upfront project costs, so owners are encouraged to invest in energy reduction improvements. Savings and time investment are factors to consider when an energy upgrade project is offered to the customers.



### Mechanical Upgrades

Incentives available for Motors, HVAC, Chillers, Package Units, Cooling Towers, VFD-s (controls fan speed).



### Elevator Modernizations

Qualified equipment or technology used in elevator system upgrades eligible for rebates and energy incentives.



### EV Charging Stations

EV Drivers will choose their visiting destination on how easily can they charge their car.



### Insulation

Rebates available by upgrading to energy efficient insulation



### LED Lighting Upgrades

Prescriptive and Custom Rebates for LED Lighting System Upgrades.



### Lighting and Boiler Controls

For automatic adjustments to external conditions.



### EC Motors

Incentives available for energy savings related to fan powered boxes, fan coil units, dry coolers and RTU-s.



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New York and other states provide incentives or rebates to buildings that install systems that reduce their overall energy consumption. Our job is to help clients navigate through this complicated process with often-lengthy applications and bureaucratic paperwork, and maximize rebates to offset the capital cost of each project.

These payments are based on the energy savings the project provides and DVM's fees are 100% contingent on securing and maximizing these cash incentives for our clients.

# MEP FACILITY SERVICES

DVM Industries specializes in facility wide MEP (Mechanical, Electrical and Plumbing) services, assisting our client's in engineering, installation, service and developing the proper maintenance programs to ensure long life, efficiency and lower their failure rates. With our energy and sustainability background we work with our clients to help design the most efficient operating system for their facility.

Whether it is an emergency or a forecasted project you can contact us any time and we guarantee a speedy response. Our customer service line is available 24/7 and we have a 4 hour emergency response time guaranteed. You can also track our progress in our real time tool: Fleetmatics.



## Mechanical

- Air and Water Cooled Systems
- Variable Air Volume Systems
- Chillers and Cooling Towers
- High Density Data Air Systems
- VRF Systems
- Variable Frequency Drives
- Rooftop Package Units

- Service and Repair
- Maintenance
- Installation
- Design-Build
- Lighting
- Power Pole installations
- Underground wiring and troubleshooting

## Electrical

- Back up emergency power systems
- Expertise with working with local utilities
- Infrared scanning
- Branch circuit installations and upgrades
- Signage
- Data Cabling- All Technologies
- CCTV Security Camera Systems
- Electrical upgrades

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## Plumbing

- General plumbing and installation services
- Service, repair and maintenance

- Backflow prevention inspections and installations
- Fire pump installation and services

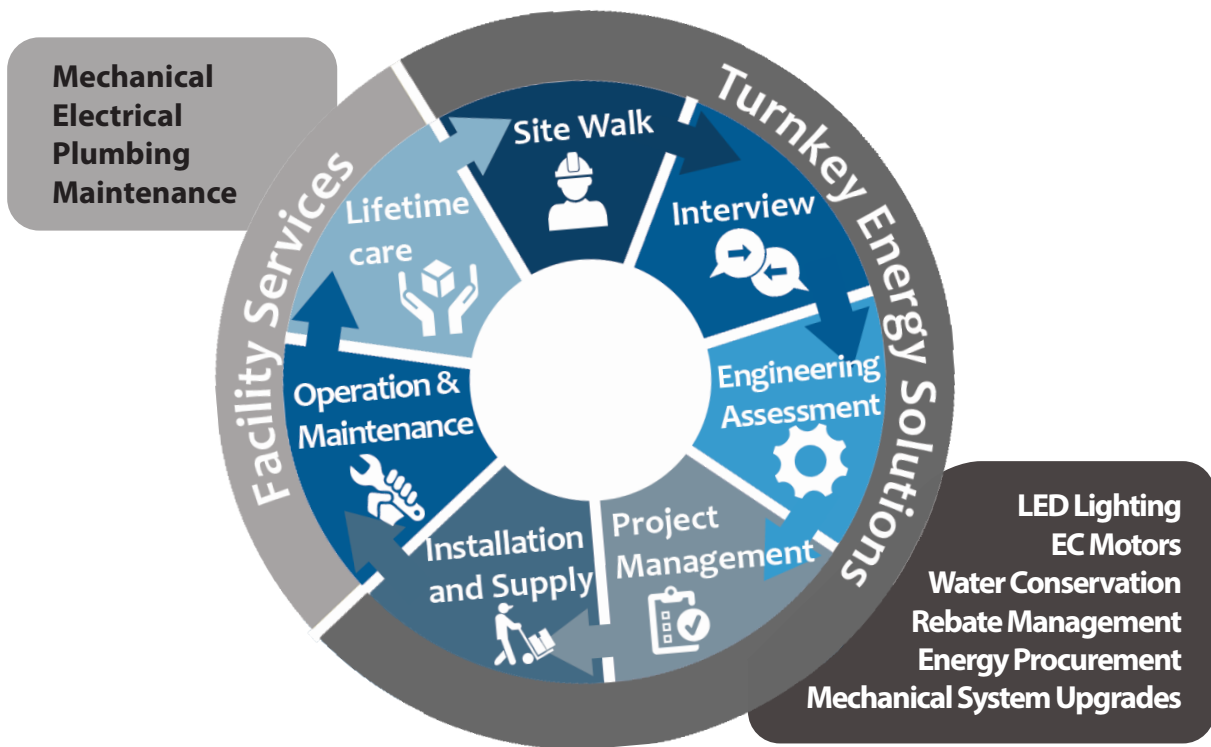
- Boiler Installation and repairs
- Steam system installation and repairs
- Plumbing fixture installation and repairs

**24/7 DVM Service Line 718-532-4258**

Whether it is an emergency or a forecasted project you can contact us any time and we guarantee a speedy response. Our trained team of qualified technicians ensures quality and on-time work. Once a time is set between you and our team, we assure that you won't be waiting for us to arrive. Your time is of extreme value to us and that will always be a priority throughout our services.

Once we outline solutions, we set up a well-rounded team to carry your project from start to finish. Each of our engineers is trained to recognize opportunities and recommend building efficiency approaches wherever possible.

# OUR PROCESS



## Site Walk

Survey the site with facility experts to gather information and analyze the client's needs and opportunities.

## Interview

Interview facilities team to study the operation of the facility and understand the goals and needs of the client.

## Engineering Assessment

Evaluate energy, environmental, operations and any other necessary data to offer turnkey sustainable solutions, as well as source reduction strategies to attain efficient energy consumption. Develop customized project design, recommendations and implementation strategies.

## Project and Rebate Management

DVM will manage the project throughout its life cycle: initiate, plan, execute, control and close the work to achieve project goals. We will capitalize on government and state incentives to offset the project cost.

## Supply and Installation

Supply materials and complete installation at the highest of standards with our skilled, dedicated, in-house electrical and mechanical teams.

## Operations and Maintenance

Offer post-installation services such as maintenance, engineering and troubleshooting for Mechanical, Electrical and Plumbing.

## Lifetime Care

DVM helps assist our client's in developing the proper maintenance programs to ensure long life, efficiency and lower their failure rates.





1965 Steinway Street  
Long Island City, NY 11105  
Phone: 212-739-7846  
info@dvmindustries.us

## OUR CLIENTS



[www.dvmindustries.us](http://www.dvmindustries.us)

CT - FL - LA - MD - MS - NJ - NY - OH - OK - PA - TX - VA