

Achieve WELL Certification and Maximize Points with Kaiterra IAQ Monitoring Solution

Meeting air quality requirements in WELL can be challenging

All WELL projects are required to prove that they are providing acceptable levels of air quality by **having their air tested every year**.

Expensive

- \$10k per test on avg
- Often require pre-testing
- Often need multiple tests to pass

Limited access

- Can only be done by certain certified bodies
- Only available in select countries and regions

Logistically complicated

- Need to schedule and reschedule ahead of time
- Laborious coordination between teams

Interrupt regular operations

- Dedicated person to assist testing agent onsite
- Reduce occupancy on the day of testing, etc.

OUR SOLUTION

Kaiterra helps WELL projects meet all air quality requirements and earn up to 9 optimization points.

All while removing the need for costly performance testing and freeing your team from the hassle.



Meet WELL's
requirements



Provide more
points in WELL



More cost
effective



10x less hassle
for the team



USGBC DC Headquarters
WELL Platinum



IWBI New York Headquarters
WELL Platinum



IWBI Asia Headquarters
WELL Gold

Trusted by WELL APs, customers & industry experts

We use Kaiterra for our WELL Certified IWBI headquarters. The screens display color-coded metrics that staff can easily access; the dashboard has customizable time intervals for data reporting; and the monitors are seamless to calibrate.



Susan Illman
International WELL Building
Institute, WELL AP



Kaiterra has really innovated outside of the box. They're thinking beyond the monitor itself and thinking about how they can bring together a full picture of the customer's built environment.



Michael Przytula
Accenture



With the air quality data provided by Kaiterra, we were able to be transparent about the air quality while also being able to apply these findings to WELL certification.



Madona Malhotra
Perkins Eastman



We installed hundreds of Kaiterra sensors and this IAQ data taught us so many things that we didn't expect!



Mallory Manaseer
Salesforce



We collaborated with Kaiterra to help improve IAQ in the built environment. Connecting Kaiterra to Johnson Controls Metasys or OpenBlue, has proven to improve performance, reduce COVID risk, and optimize energy.



Bernard Clement
Johnson Controls, WELL AP



Sensedge Go: Next-gen Wireless IAQ Monitor Designed for **WELL Projects**



Parameters	Particulate matter (PM _{2.5} , PM ₁₀)	Add-on: O ₃ CO NO ₂
	TVOC	
	CO ₂	
	Temperature	
	Relative humidity	
	Air pressure	
	Lux & light spectrum	
	Occupancy	
Power	Up to 8 years of battery life using Adaptive Sampling™	
	4+ years using a high frequency fixed sampling rate	
	USB Type-C port available	
Connectivity	Sub-Ghz wireless via gateway	
	Gateway supports ethernet and cellular	
	BACnet	
	API	

Measure all the parameters required in WELL A01 Air Quality

PM2.5	A01.1	✓
PM10	A01.1	✓
TVOC	A01.2	✓
O3	A01.3	✓
CO	A01.3	✓



Replace Performance Testing for Good

- 👉 **No more** expensive tests every year
- 👉 **No more** endless coordination
- 👉 **No more** eating up internal team's bandwidth
- 👉 **No more** disruption to workplace operations



(The Sensedge Go) packs a punch with all of the necessary sensors that comply with the WELL requirements inside one single machine.

Alessandro Bisagni
BEE, WELL Faculty



Earn up to 9 optimization points in Air & Thermal Comfort

A03	Precondition	CO2	✓
A05	3 pts	PM2.5, PM10, CO, NO2	✓
A06	2 pts	CO2	✓
A08	2 pts	Install monitors & display data	✓
T01	Precondition	Temp	✓
T06	1 pt	Temp & RH	✓
T07	1 pt	RH	✓

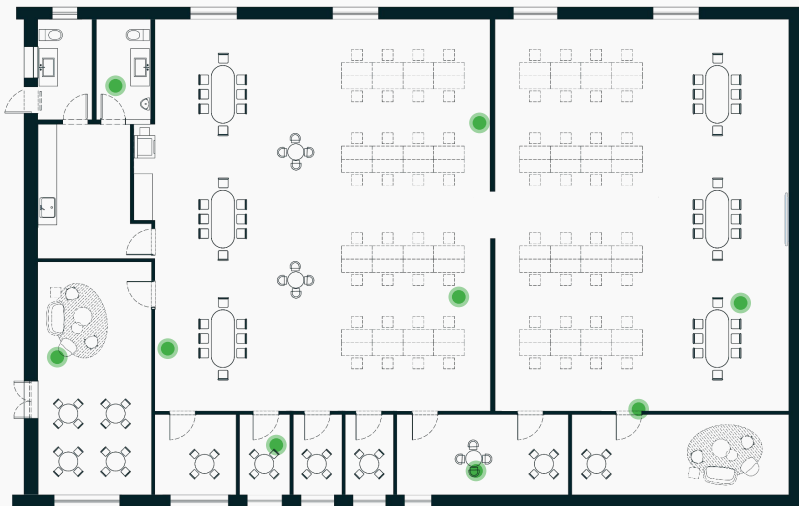
Most “Points-for-Buck”

- 2 extra preconditions ticked off (A03, T01)
- + 6 points more than simply doing performance tests (A06, A08, T06, T07)
- +1 point more than other monitors on the market (CO & NO2 for A06.3)



One single solution to take your WELL
Rating up a level !

Effortless installation and setup.



I could install 50 of these over a lunch break!

Brett Hautop
Workshape, Ex-LinkedIn



100% wireless - **no wiring or cabling** needed.



Peel-and-stick installation; takes seconds and no special labor required. [>> Check out the 46s installation record](#)



No configuration required to bring data online - **tap, add, and done.**



Up to **8 years of battery life** - no need to change batteries for a long time

Seamless data display and sharing.

WELL requires projects to display or share IAQ data publicly and communicate it with occupants.

Kaiterra made this simple by providing devices with built-in displays or kiosk views.

- ✓ Shareable URLs
- ✓ Display data by devices or buildings
- ✓ Compatible with all types of large display screens
- ✓ Optimized for mobile devices
- ✓ Supports both light mode and dark mode
- ✓ QR code generation for easy scanning and access



More cost-effective to install and maintain

(Using a medium-sized office as an example - 100k sqft, 5 floors)

Performance Testing

- \$10,000 per test
- 3 tests in total, including pre-testing
- \$30,000 initial testing costs
- \$10,000 yearly testing afterwards
- 10% added ops expenses



\$33,000

for year 1

\$11,000

every year onwards

Sensedge Go

- 20 monitors in total
- 1 gateway
- No special labor required for installation or setup
- Minimal maintenance with long battery life + modular design for easy calibration



\$15,200

for year 1

\$4,800

every year onwards

55%
Lower
3-yr cost

*Performance testing costs can vary depending on the region and the size of the building. For large buildings, it's common for costs to range between \$30,000 and \$60,000.

*The costs for the Sensedge Go and gateway may vary based on region and quantity ordered. For calculation purposes, costs are averaged. The quantities of devices and gateways used for this calculation are set to reflect a typical commercial office environment. The actual number of devices and gateways required may differ depending on specific project needs.

No surprises, no delays. Check your WELL compliance in real-time.

- ✓ Get a simple pass or fail result
- ✓ Flag risks or missing data
- ✓ Identify and fix issues faster
- ✓ Streamline certification process

[Watch a demo →](#)

WELL COMPLIANCE CHECKER

New York Office

Export

Breakdown	Certification	Re-certification
> A01	✓	✓
> A03	✓	✓
> A05	✓	✓
> A06	✓	✓
> T01	✓	✓
> T07	✓	✓

WELL V2



Your indoor quality for
New York office is doing great!

10/10

Criteria met
Last 30 days

Annual data submission is a breeze

With Performance Testing

Yearly Grind

Schedule tests months in advance; at risk of missing deadlines

Repeated tests needed, leading to delays in submission

Endless paperwork to organize data, submit reports to WELL



With Kaiterra

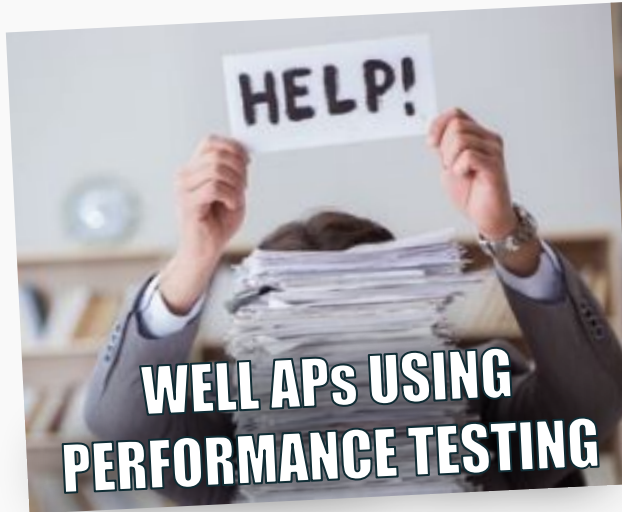
One-and-done

Data is always ready **in real-time** on the web app, no extra work needed

Export in a few clicks - pre-formatted based on WELL requirements

Saves 100+ hours of data prep work by your team or your WELL AP

IT'S ANNUAL DATA SUBMISSION TIME...



Benefits beyond WELL:

Invest in the future of healthy buildings

Performance testing is the way of the old days

- Point-in-time measurements
- Limited coverage
- Don't reflect the actual indoor environment

Continuous data provides value now and into the future

- Real-time data
- Comprehensive coverage for all space types
- Identify trends, risks, and opportunities for optimization

Real-time IAQ data brings great insights

Address issues
faster before it
impacts your
certification

**Fix problematic
spaces**
before it causes
complaints

**Identify
opportunities**
for energy
efficiency and
space utilization

Inform future
design & build as
well as capital
decisions

Get A Better “Return-On-WELL”

10x easier, more cost effective, and more powerful alternative to performance testing

Cost

Performance Tests

\$\$\$\$

Including repeated tests, travel & operation costs etc.

Logistics



A logistical nightmare

Coordinating, and managing multiple vendors, site visits, etc.

Maintenance



Repeated work every year

“ROW”

*Return on WELL
Certification*

1 Precondition (A01)

4 Optimization Points (A05)

Value

Limited data, only useful for certification

Sensedge Go



\$\$ - 55% less 3-year TCO



Effortless

Install in 46s, no need for specialized labor



One-and-done

3 Preconditions (A01, A03, T01)

9 Optimization Points (A05, A06, A08, T06, T07)

Comprehensive & real-time data
Insights at portfolio & granular levels
Continuous improvements & future-proof

Why workplace leaders love the Sensedge Go



[Book a demo](#)

✓ Comprehensive parameters

Measure up to 14 parameters including IEQ parameters like light strength, light spectrum, and occupancy, to deepen your insights and better understand your built environment.

✓ Effortless installation and setup

Peel, stick, tap—done. No special configuration required, eliminating installation costs for good.

✓ 75% fewer gateways needed

Save money with ultra-long-range gateways that cover 3–5 floors instead of just one.

✓ Longest battery life on the market

Reduce maintenance costs significantly with up to 8 years of battery life, compared to the typical 1–2 years for other battery-powered solutions.



We're here to support you in your journey to WELL certification

- Dedicated Customer Success Manager (WELL Accredited Professionals)
- Sensor mapping and floor plan review (to ensure placement meets WELL's requirement)
- Remote installation and deployment support
- Data validation and calibration support (to meet WELL annual calibration requirement)
- Supported IWMS and BMS integration
- Quarterly Air Quality Performance Reviews (to review your compliance with WELL)
- Air quality and healthy building certification consulting (with WELL AP on the team)

Why WELL projects **choose Kaiterra**



**Highest “ROW” -
maximize return on
WELL compliance**

3 preconditions

Up to 9 optimization
points

One solution to take your
WELL rating up a level!



**Lower total cost of
ownership (TCO)**

55% lower costs compared
to performance testing

30~50% cheaper by saving
on gateways, installation,
and maintenance costs



**Effortless, and
time-saving**

Say goodbye to testing

Install in **seconds** and be
done forever

Save **100+ hours** on
data prep every year



**Unparalleled
analytics and
insights**

Check compliance in **real
time**

Find and fix issues faster

Continuously improve
your built environment

We're proud to serve **50+ enterprise customers** and over 100 WELL projects globally.

With over **150 million sqft** of operating data, we help companies improve their built environment benefiting millions of occupants.

IWBI NYC Headquarters

WELL PLATINUM

IWBI Asia Headquarters

WELL GOLD

USGBC DC Headquarters

WELL PLATINUM

CBRE UK Headquarters

WELL PLATINUM

LinkedIn Global Offices

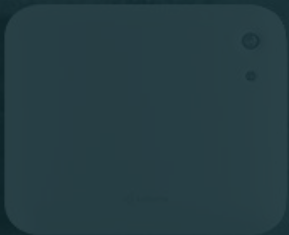
1000+ monitors deployed

Salesforce Global Offices

26 locations and counting



Your journey to WELL and a healthier built environment **starts here.**



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- Get the most points with the least work
 - Lower total cost of ownership
 - Deep insights that support use cases into the future
 - Enterprise-grade solution (quality, security, support)