kaiterra

Achieve Fitwel Certification and Maximize Points with Kaiterra's IAQ Monitoring Solution

Recent updates in LEED, WELL, and Fitwel signal a shift in how we manage buildings and IAQ

Box-ticking

Focus on completing checklists, defining policies, etc.

"Are we designing the HVAC right to provide adequate air?"

Periodic testing

Take sporadic tests of the environment to gauge performance

"Are we able to pass the annual air quality test?"

Real-time monitoring

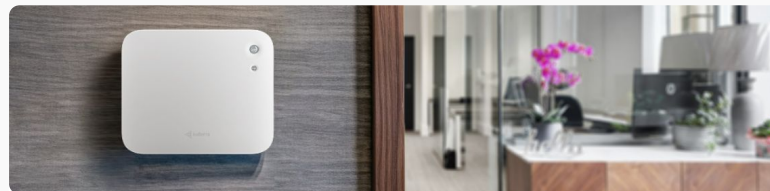*Install monitors to get continuous data on the environment*

"Are we providing good air quality to occupants at all times?"

More companies are making the transition
from air quality testing to continuous monitoring

Air Quality Testing

- ✗ Individual tests are expensive
- ✗ Require scheduling, onsite assistance, etc.
- ✗ Limited data points in selected locations
- ✗ Higher risk of bias due to timing and location
- ✗ Risk of non-compliance with certifications
- ✗ Cannot be used to inform decisions

Continuous Monitoring

- ✔ More cost effective over time
- ✔ Install once and data is collected automatically
- ✔ Comprehensive coverage, real-time sampling
- ✔ Provide an accurate picture of the environment
- ✔ More points awarded in certifications
- ✔ Help inform design and operation decisions

Kaiterra provides a single solution compatible with Fitwel, earning your projects up to 2.58 points.

All while simplifying the certification process and freeing your team from the hassle of annual spot testing.

WORKS WITH **WELL**

Meet Fitwel's requirements

Provide 2.58 points in Fitwel

More cost effective

10x less hassle for the team

Signature Fitwel Project Powered by Kaiterra

Salesforce Offices
Fitwel (VRM)

Trusted by 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, LEED AP

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

Mallory Manaseer
Salesforce, LEED AP

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.

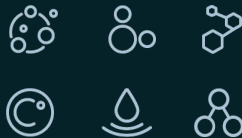**Bernard Clement**
Johnson Controls, WELL AP

Commercial Air Quality Monitors
Built for Different Monitoring Needs

Sensedge
(SE-100)

Sensedge Mini
(SE-200 & SE-200P)

Sensedge Mini for Outdoors
(SE-201 & SE-201P)

Sensedge Go
(SE-300)

Best for display & engagement

Parameters	Particulate matter
	TVOC
	CO_2
	Temperature
	Relative humidity

Power	100-240V AC (USB Type-C)
	Power-over-ethernet*
	Battery *

Connectivity	Wi-Fi
	Ethernet
	BACnet
	Modbus
	Local and cloud MQTT
	Open API

Best wired solution, with both cloud analytics & BMS integration in one

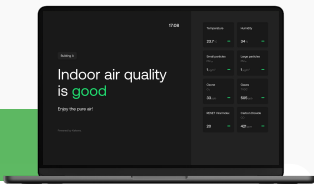| Parameters	Particulate matter TVOC CO_2 Ozone Temperature Relative humidity
Power	100-240V AC (USB Type-C) 12-30V DC (via direct wiring) Power-over-ethernet*
Connectivity	Wi-Fi Ethernet BACnet Modbus Local and cloud MQTT Open API

100% wireless & battery powered, up to 8 years of battery life

Parameters	PM2.5, PM10, TVOC, CO2, Temp, Relative Humidity, Occupancy, Atmospheric pressure,Light (lux and spectrum) Optional: O3, CO, NO2
Power	Up to 8 years of battery life using Adaptive Sampling™ Over 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 Open API

WORKS WITH WELL

RESE
HEALTHY BUILDINGS
INTERNATIONAL STANDARD

kaiterra

The Most Powerful IAQ Analytics Built by IAQ experts

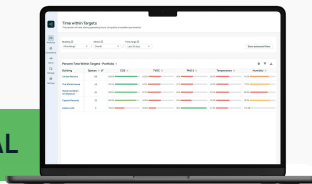# Assess, analyze, and report on your air quality easily with Kaiterra Web App

STRATEGIC

Track & Benchmark

Assess at a high level and track progress via KPIs

- ⊘ Portfolio Report
- ⊘ Time within Target

OPERATIONAL

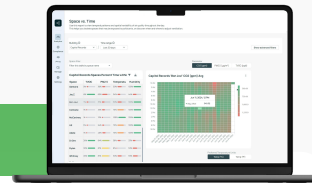## Monitor & Report

View live data and trends to report compliance and issues

- ⊘ Live data
- ⊘ Alert
- ⊘ Kiosk View
- ⊘ Trend report

ANALYTICAL

Troubleshoot & Discover

Dive deep into problematic areas and explore optimization

- ⊘ Space vs. Time
- ⊘ Under-ventilated Spaces
- ⊘ Space utilization

Kaiterra IAQ monitors measure all the parameters Fitwel allows for monitoring, earn up to 2.58 points

Requirement	Parameters	Allowed methods	Points	Compliance
Mandatory	PM2.5	Monitoring		✓
Mandatory	CO2	Monitoring		✓
Mandatory	Temperature	Monitoring		✓
Choose 3	TVOC	Monitoring or testing	1.66	✓
	RH	Monitoring or testing		✓
	Ozone	Testing		Parameter available
	CO	Testing		Parameter available
	HCHO	Testing		✗
	NO2	Testing		Parameter available
Share IAQ data		Digital platform or emails	0.92	✓

fitwel®

Benefits beyond Fitwel:
Invest in the future of healthy buildings

Air quality testing is the way of the old days

- ➔ Point-in-time measurements
- ➔ Limited coverage
- ➔ Don't reflect the actual indoor environment
- ➔ Individual tests are expensive

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
- ➔ More cost effective over time

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

Real use cases from our clients driving tangible improvements

Hold handloards accountable on HVAC maintenance
→ Approved HVAC upgrades to improve air intake

Monitor and optimize filter change schedules
→ Ensure 99%+ filtration rate

Advise design team on supplier selections
→ Changed phone booth, flooring, etc. Prevented air quality issues at the roots

Form emergency response plans
→ Shield all occupants from wirefire smoke in Chicago, NYC, Delhi, etc.

Identify HVAC inefficiencies and improve run time
→ 32% energy savings in just one building

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

➔ Dedicated Customer Success Manager (who are WELL APs, RESET APs, and LEED APs)

➔ Sensor mapping and floor plan review (to ensure placement meet relevant requirements)

➔ Remote installation and deployment support

➔ Data validation and calibration support (to meet relevant annual calibration requirement)

➔ Supported IWMS and BMS integration

➔ Quarterly Air Quality Performance Reviews (to review your compliance with certifications)

➔ Air quality and healthy building certification consulting (in-house WELL, RESET, LEED APs)

Why Fitwel projects choose Kaiterra

Maximize return on certification compliance

Comply with Fitwel's technical requirements

Can be used for other certifications such as **LEED and WELL**

Lower total cost of ownership (TCO)

More cost effective than air quality testing

30~50% cheaper than alternative solutions for installation and maintenance

Effortless, and time-saving

Remove the need for testing in many cases

Install **once and done**

Unparalleled analytics and insights

Find and fix issues faster

Continuously improve your built environment

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

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

Salesforce Global Offices
FITWEL (VRM)

IWBI NYC Headquarters
WELL PLATINUM

IWBI Asia Headquarters
WELL GOLD

CBRE UK Headquarters
WELL PLATINUM

USGBC DC Headquarters
LEED PLATINUM

LinkedIn Global Offices
1000+ monitors deployed

Microsoft

LinkedIn

Google

Apple

salesforce

facebook

J.P.Morgan

accenture

Johnson Controls

SIEMENS

CBRE

Carrier

Honeywell

Hines

Gensler

SOM

DLR Group

PERKINS EASTMAN

WSP

ARUP

JLL

Your journey to Fitwel and a healthier built environment starts here.

→ 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)