Achieve WELL Core Certification and Maximize Points
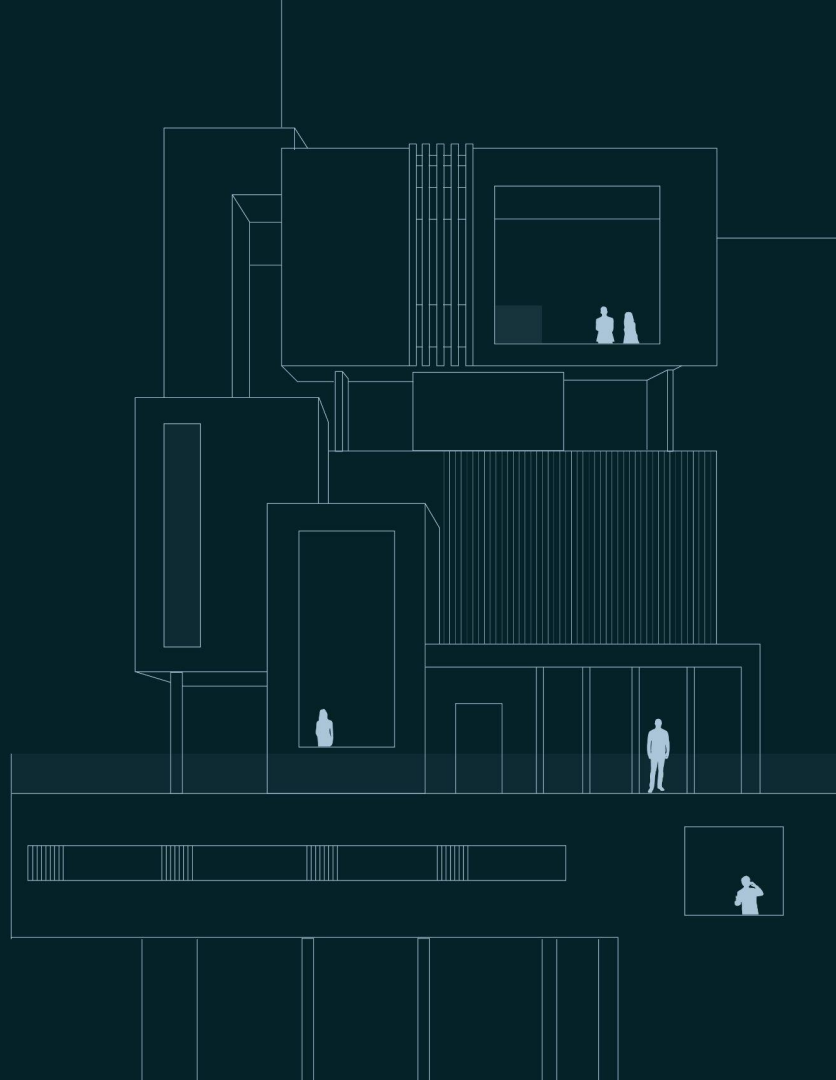
with Kaiterra IAQ Monitoring Solution

kaiterra

Kaiterra helps WELL Core projects meet Air and Thermal requirements and earn up to 12 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

What is WELL Core?

WELL Core is a certification pathway within the WELL Building Standard designed for commercial property owners and landlords to certify the health and sustainability of their base building systems.

Key Benefits for Owners and Landlords

Enhance the tenant experience with healthier workplaces that attract and retain top talent.

Maximize rent potential through rent premiums and faster leasing with WELL Certification.

Increase asset quality with verified performance that builds value and tenant loyalty.

Satisfy investor demand by aligning with ESG priorities and GRESB health metrics.

Leverage sustainability performance by earning dual credit with green building systems at minimal cost.

WELL Core is achievable with and without tenant involvement, making it flexible for base building strategies.

Meeting WELL Core Requirements:
Testing or Sensor Data

WELL Core certification requires proof of performance for certain baseline features.
Projects must verify compliance via:

Performance Test Or **Sensor Data**

Precondition	Verification Options
A01 Air Quality	Testing or sensor data Parts 1–3, 5
A03 Ventilation Design	Sensor data (Option 4)
T01 Thermal Comfort	Testing or sensor data (Part 2 via sensor data)

✓ Kaiterra helps WELL Core projects meet Air & Thermal Comfort preconditions via the Sensor Data pathway, without the need for performance testing.

Why the performance testing approach falls short for WELL projects.

Expensive

→ **High costs**, especially in high cost of labor areas

→ Certain tests needs to be done **annually**

→ May need **multiple tests** to pass

→ **Extra travel cost** to bring testing agents on site

Laborious

→ Scheduling challenges due to **limited availability** of PTAs

→ **Coordination** between teams and vendors

→ Align on testing schedules & ensure **space access**

Disruptive

→ **Dedicated person** to assist testing agent onsite

→ **Activities on the day** may impact the test negatively

→ Unpredictable, leading to **timeline disruption**

> " We have clients who achieved WELL Platinum and chose not to renew their certification because of the ongoing annual PV testing fees."

Jennifer Berthelot-Jelovic
BranchPattern

Kaiterra Simplifies WELL Core Compliance

Kaiterra's real-time air quality monitoring helps WELL Core projects meet Air and Thermal Comfort preconditions through the Sensor Data Pathway, **eliminating the need for performance testing**.

Continuous monitoring reduces site visits, delays, and disruptions, while scaling coverage into tenant spaces unlocks even **more optimization points across A05, A06, A08, T06, and T07**.

Benefits of using continuous IAQ monitors for WELL Core projects:

On-going data

Get 365 days of data as opposed to one snapshot in time.

Better understanding of the environment = **supporting tenant wellness, retention, and your ESG goals.**

More Efficient

Reduces unnecessary travel, and disruptions to operations.

Avoid the lengthy testing process, unpredictable delays, and minimize disruption to the tenant experience.

Cost Effective

By reducing the need for repeated testing, travel, and coordination, continuous monitoring provides a more cost-effective path to WELL compliance.

Achieve WELL Core with Kaiterra

IAQ monitoring is central to WELL Core, supporting compliance and long-term performance across both Air and Thermal features.

Not every WELL Core project has full building access. Kaiterra enables phased, flexible deployment to help you meet requirements even with limited space access.

The total point potential for your WELL Core project depends on how much of your building you monitor:

Coverage	What It Means	Impact	Total Preconditions	Total Optimization Points
Base Building Only	Monitoring limited to non-leased landlord-controlled zones	Satisfies preconditions A01, and T01; limited optimizations	2	2~4*
Full Building Coverage	Monitoring deployed throughout all occupied areas, including tenant-controlled zones	Satisfies preconditions A01, A03, and T01, and all available optimization points across A05, A06, A08, T06, and T07	3	12

* WELL Core projects where non-leased space represents 40% or more of total project area may pursue an additional one point in both A08 and T06 without achieving the feature requirements in tenant spaces.

WELL Core: Non-Leased Coverage Only

Kaiterra enables WELL Core compliance using sensors in non-leased areas only (≥2.5% of total project area).

Feature	Part	Description	Points	Performance Test Needed?
A01	1	Meet Thresholds for Particulate Matter	P	✅ No need
	2	Meet Thresholds for Organic Gases		✅ No need
	3	Meet Thresholds for Inorganic Gases		✅ No need
	5	Measure Air Parameters		✅ No need
A08	1	Install Indoor Air Monitors	0.5~1.5*	✅ No need
	2	Promote Air Quality Awareness	1	N/A
T01	1	Provide Acceptable Thermal Environment	P	✅ No need (via T06)
	2	Measure Thermal Parameters		✅ No need (via T06)
T06	1	Monitor Thermal Environment	0.5~1.5*	✅ No need
Total Achievable Optimization Points			**2~4***	

* WELL Core projects where non-leased space represents 40% or more of total project area may pursue an additional one point without achieving the feature requirements in tenant spaces.

WELL Core Full Building Coverage

Full building sensor coverage unlocks full WELL point potential.

Feature	Part	Description	Points	Performance Test Needed?
A01	1	Meet Thresholds for Particulate Matter	P	✅ No need
	2	Meet Thresholds for Organic Gases		✅ No need
	3	Meet Thresholds for Inorganic Gases		✅ No need
	5	Measure Air Parameters		✅ No need
A03	1	Ensure Adequate Ventilation	P	✅ No need
A05	1	Meet Enhanced Thresholds for Particulate Matter	2	✅ No need
	3	Meet Enhanced Thresholds for Inorganic Gases	1	✅ No need
A06	1	Increase Outdoor Air Supply	3	N/A
A08	1	Install Indoor Air Monitors (Full Building Bonus)	1.5	✅ No need
	2	Promote Air Quality Awareness	1	N/A
T01	1	Provide Acceptable Thermal Environment	P	✅ No need (via T06)
	2	Measure Thermal Parameters		✅ No need (via T06)
T06	1	Monitor Thermal Environment (Full Building Bonus)	1.5	✅ No need
T07	1	Manage Relative Humidity	2	✅ No need
Total Achievable Optimization Points			**12**	

The benefits of monitoring air quality does not stop at WELL Certification:

Real Estate

- Identify issues and risks before impacting tenants
- Showcase healthy buildings to attract tenants
- Benchmark performance to plan capital improvements

Sustainability

- Quantify social impact in ESG report
- Communicate to employees to build confidence
- Achieve WELL certification without air quality testing
- Discover energy saving opportunities

Facilities

- Provide insights to facilities management
- Identify mechanical equipment failures early
- Demonstrate healthy space during wildfires
- Discover energy saving opportunities
- Optimize filter changes to prepare for wildfires

Workplace

- Inform workplace design and build decisions
- Hold landlord accountable for building performance
- Demonstrate healthy space during wildfires
- Support smart room finding with real-time IEQ data
- Enhance employee engagement with IAQ data

Sensedge Go:
Next-gen Wireless IAQ Monitor Designed for
WELL Projects & Healthy Buildings

Parameters	Particulate matter ($PM_{2.5}$, PM_{10})	**Add-on:**
	TVOC	O_3
	CO_2	CO
	Temperature	NO_2
	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

WORKS WITH WELL

kaiterra

We're here to support you in your journey to WELL Core 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 Core projects choose Kaiterra

Maximize return on WELL compliance

3 preconditions

Up to **12** 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 building performance

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

Microsoft

LinkedIn

Google

Apple

salesforce

facebook

J.P.Morgan

accenture

Johnson Controls

SIEMENS

CBRE

Carrier

Honeywell
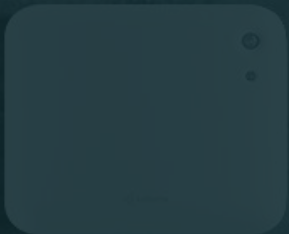
Hines

Gensler

SOM

DLR Group

PERKINS EASTMAN

WSP

ARUP

JLL

Your journey to WELL 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)