

IBM & Ingersoll Rand team up to make buildings Smarter & Efficient in India

Initiative to help customers reduce operating costs and increase productivity

Bangalore, March 12, 2012: IBM (NYSE: IBM) and Ingersoll Rand (NYSE:IR), today announced that they will provide Remote Energy and Asset Management solutions in India to drive greater energy efficiencies for organizations who are engaged in infrastructure creation or maintenance for high growth sectors (Commercial, Hospitality, Health, Pharma & others). This solution leverages IBM's Intelligent Building Management (IIBM) system (a combination of monitoring, asset management and advanced analytics) along with Ingersoll Rand's Energy optimisation technologies, to help trigger preventive and predictive maintenance to create Smarter Buildings.

Buildings in India account for 30% of energy consumption. Of this consumption, the major usage is due to HVAC (Heating, Ventilating and Air-Conditioning) and lighting. As the Indian economy develops and commercial infrastructure gets built, it becomes essential to drive robust initiatives to improve energy efficiency and sustainability. In the current economic scenario, with rising energy costs, organizations are facing capital and operating budget challenges. Maximizing capital productivity requires increasing asset utilization, efficiency and uptime. Similarly operating costs of energy and maintenance need to be optimized.

Ingersoll Rand, one of the world's leading business groups committed to creating safe and efficient environment, offers its customer's technology convergence solutions by which systems within a facility (such as HVAC, system controls, sophisticated security systems, building management systems, asset tracking etc.) communicate with each other resulting in coordinated responses in various situations. With IBM's data analytic tools, end users will be able to remotely monitor, analyze and record various energy and performance related parameters. The availability of such analytical data will enable greater efficiencies through global benchmarking metrics. With remote management solutions, the end result would be a Network Operations Nerve Center that will monitor distributed assets, analyze large amounts of data for actionable information and optimization, and orchestrate operational processes. This would effectively manage customer assets that drive energy consumption, from a single shared services platform.

Talking about the collaboration, **Venkatesh Valluri, Chairman & President, Ingersoll Rand India** said, "Ingersoll Rand has been at the forefront of driving 'Innovation and Technology Convergence' and to us this means bringing together organizations and technologies on a common platform and converging them to drive profitable sustainability practices. This partnership is a strategic initiative where IBM and Ingersoll Rand are combining their strengths in operations and management systems to bring end-to-end managed services to customers."

“Technology today can make it possible to “listen” to the abundance of information emitted from buildings. IBM is working towards building a Smarter Planet. This partnership with Ingersoll Rand reaffirms our commitment by using intelligent data to build Smarter Buildings that are accountable for energy and carbon resource use, helping create a sustainable environment.” says **Nipun Mehrotra, Vice President & General Manager, Sales & Business Development, IBM India/South Asia.**

If worldwide energy use trends continue, buildings will become the largest consumer of global energy by 2025, more than the transportation and industrial sectors combined. Smarter Buildings are highly instrumented and interconnected systems of systems - water, power, transportation, etc. Similar to a living system in nature they can be complex, especially when you think about the conglomeration of buildings in a city's history. IBM & Ingersoll Rand believe 2012 would be an exciting time of innovation. There's a confluence of forces—technology, a cultural will and economic pressures -- to help make the way we live more energy efficient.



From L to R: Nipun Mehrotra, Vice President & General Manager, Sales & Business Development, IBM India/South Asia and Mr. Venkatesh Valluri, Chairman & President, Ingersoll Rand India announcing the collaboration.

About Ingersoll Rand:

Ingersoll Rand is a \$14 billion global diversified company and a world leader in creating and sustaining safe, comfortable and efficient environments. The company is committed to India and is implementing strategies for product innovation and design for Industrial Technologies; Security; Food Safety; Energy Efficiency and Sustainability.

For more information, please visit:

www.ingersollrand.co.in / www.ingersollrand.com

About IBM Smarter Buildings

IBM delivers technology that manages buildings from museums to office buildings, warehouses, factories, power plants, laboratories, campuses, apartments, resorts and more, to save costs, better manage systems and reduce carbon emissions. IBM software, hardware and services help create, manage and maintain the world's most intelligent and interconnected infrastructures from smarter buildings, cities, utilities, offices, transportation systems and operations in every industry.

Since launching its Smarter Buildings initiative in February 2010, IBM has created a portfolio of smarter buildings solutions that integrate with building automation software from across the industry. IBM's real-time monitoring and analysis, facilities and space management capabilities and advanced dynamic dashboards help property owners and managers reduce facilities operations and energy expense, and improve asset management and reliability.

For more information visit: IBM.com/smarterbuildings

For more information on IBM, please visit www.ibm.com/in

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