



**FOR IMMEDIATE RELEASE**

**Contact:**

Nitika Dhawan  
Trane, a brand of Ingersoll Rand  
+91 99101 58528, [nitika\\_dhawan@trane.com](mailto:nitika_dhawan@trane.com)

**Trane Leader to Discuss Benefits of Operationally Efficient Buildings at ACRECONF 2013**

***Remote Management Services brings visibility to energy data and equipment performance***

**New Delhi, India, February 7, 2013** – Heating, ventilation and air conditioning (HVAC) typically contributes about 40 percent of energy consumed in commercial buildings. Information about energy consumption and equipment performance is critical as it enables facility managers to make improvements and better manage expenses.

[Trane](#), a leading global provider of indoor comfort solutions and services and a brand of Ingersoll Rand, will discuss a technology-driven approach that can help building owners realize their business mission.

Rajesh Salian, business head for Remote Management Services at Trane India, will address the business benefits of integrating remote connectivity technology, proprietary analytics and expertise that continuously collects, interprets and acts on building data to improve performance of building systems; assisting building owners in fulfilling their business objectives.

**Presentation Details:**

Session Title: Remote Management Services  
When: Friday, February 8, 2013, between 2:30-4:30 pm  
Where: Casurina Hall, India Habitat Centre, New Delhi  
Website: [www.acreconf.org](http://www.acreconf.org)

Remote Management Services is a technology-driven approach which offers a simple yet effective process. The building control unit collects around-the-clock data for the network operating center via the connectivity module. This data is then analyzed and filtered by analytics to enable in-house experts to detect challenges and provide solutions that impact building operations.

“Backed by 100 years of innovation, Trane is launching remote management services at ACRECONF 2013 to help facility owners better manage buildings with a limited pool of



## News Release

maintenance experts, said Sudarshan Ananth, vice president and business head. Our aim is to share best practices and drive savings across the enterprise.

###

### **Trane Leader to Discuss Benefits of Operationally Efficient Buildings at ACRECONF 2013 - 2**

#### **About the ACRECONF 2013 Conference**

ACRECONF is a two-day international conference which is organized by the Delhi Chapter of the Indian Society of Heating Refrigerating and Air Conditioning (ISHRAE), in association with the American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE) India Chapter. Trane is a gold sponsor of the conference.

#### **About Rajesh Salian**

Rajesh Salian is the head of Controls Operation and Remote Management Services (RMS) for Trane at Ingersoll Rand India. In his current role, Salian is responsible for operations related to controls and its aftermarket support, remote monitoring operations including platform management, network operating center operations, analytics, future customization of platform, delivery of remote monitoring services to customers including deployment, alerts ticketing, billing planning and revenue collection support.

As part of this role, Salian also oversees product management of RMS to serve local customers. An industry veteran with more than 20 years of hands-on experience in operations, technical support, project sales, application support and business management, Salian has been with Trane India for the last 15 years and has successfully handled various national roles.

Salian is an active member of the international and national Project Management Institute and a member of ISHRAE.

#### **About Ingersoll Rand**

Ingersoll Rand (NYSE:IR) advances the quality of life by creating and sustaining safe, comfortable and efficient environments. Our people and our family of brands—including [Club Car®](#), [Ingersoll Rand®](#), [Schlage®](#), [Thermo King®](#) and [Trane®](#)—work together to enhance the quality and comfort of air in homes and buildings; transport and protect food and perishables; secure homes and commercial properties; and increase industrial productivity and efficiency. Trane solutions optimize indoor environments with a broad portfolio of energy efficient heating, ventilating and air conditioning systems, building and contracting services, parts support and advanced control. Ingersoll Rand is a \$14 billion global business committed to a world of sustainable progress and enduring results. For more information, visit [ingersollrand.com](http://ingersollrand.com) or [trane.com](http://trane.com).

