



# *Contingency Planning*

*Minimizing risk when the unexpected happens*



# *The right plan can provide peace of mind*



## **Know your risk and be prepared**

From natural disasters to everyday mechanical failures, all facilities face some level of risk due to power, HVAC or compressed air failure. A failure could result in anything from minor discomfort due to lack of temperature control to losing hundreds of thousands of dollars due to lost productivity. Knowing what you have at risk can help you decide the level of planning that is warranted.

Many companies work diligently to make sure their facilities have proper evacuation and safety plans. However, few think about what it will take to get the facility back up and running if something were to happen to their mechanical or electrical systems.

This is why Trane has developed our Contingency Planning Process. It will walk you through the steps to determine the financial risks associated with losing control of your indoor environment and which types of outages present the highest risk.

When it comes to emergencies, we all understand the importance of having a plan and practicing it. These practices help us react quickly during stressful times and are designed to help protect your most valuable assets.

## **Permanent commitment even if your need is temporary**

Trane is a leader in creating comfortable and productive indoor environments. Our Rental Services group uses this same industry-leading expertise in developing our temporary solutions. These temporary solutions can make all the difference if your facility ever experiences an unexpected loss of power, heating, ventilating, and air conditioning (HVAC) or compressed air capabilities.

From providing a safe and comfortable work environment to ensuring your equipment stays in working condition, we work with you to prepare your facility to get power, HVAC and compressed air equipment back up and running fast.

## Program benefits

With a contingency plan, you gain control and peace of mind knowing that your facility can withstand any disaster and be back up and running quickly. Disruptions can occur at any time. Having a plan and being prepared in advance can reduce the risk of financial loss by:

- Shortening the time needed to acquire, install and start up temporary power, HVAC or compressed air systems. In addition, having the paperwork completed in advance further reduces delivery time.
- Ensuring that all parties involved in dealing with the outage are aware of their roles and are trained in the processes and actions needed to deal with the problem.
- Lowering the total cost of the temporary solutions because any necessary building modifications can be scheduled, instead of being performed under emergency conditions.
- Reducing startup delays caused by oversights or problems resulting from improvised designs.
- Improving a facility's operations by identifying and reducing any weaknesses in the system.



*Having a contingency plan in place reduced a hospital's downtime and saved them a substantial amount of money.*

# Building your plan



*Trane account managers will work with your team to build a plan that is right for your facility.*

Our goal is to build a plan that is right for you and your facility – and do it quickly and efficiently, so as not to interrupt your daily operation.

## Step 1 – Financial risk analysis

The contingency process begins with a review of the different functional areas of your facility, their dependence on power, HVAC and compressed air equipment, and the impact a loss could potentially have. By understanding the importance of these items to your operations and quantifying their financial impact, we can determine the areas that need to be considered.



## Step 2 – Risk assessment

We will identify the potential causes for an interruption and rank them based on cost impact, probability of occurrence and system downtime.



## Step 3 – Equipment identification

Your Trane account manager will work with you to document all equipment in your HVAC and power systems, including their operating conditions. This process may uncover system weaknesses that need to be addressed prior to implementation of the plan.



## Step 4 – Prioritization

We will evaluate your most critical facility loads and process needs for essential operations, including those with the highest financial implications for your business. At this point, you may want to consider load prioritization and/or load shedding to reduce the amount of capacity required. For a short period of time, you may be able to operate with higher air temperatures in certain areas and completely shut down others.



## Step 5 – System connection

How and where connections are made helps reduce time and money. Care will be taken to choose a location that is easily accessible and that requires the least amount of temporary installation material to keep additional costs to a minimum.



### Step 6 – Power availability

The need to document the available voltage(s) and amperage is vital because a transformer or generator may be required. Even if your power has not been affected, some temporary units may require more power than your existing units.



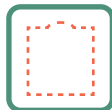
### Step 7 – Electrical connection

Whether existing electrical service is adequate or new electrical service will be installed, we will establish the location of the temporary electrical connection(s) and how they will be made.



### Step 8 – Temporary equipment location

Equipment location is important for determining how much electrical cable, chilled water hose and/or flex duct will be required. We will also consider safety of the public and personnel, security, ease of placement, equipment clearances, structural loads, ground firmness and level, noise, emissions (generator), public visibility, auto and pedestrian traffic, permits, and many other things to minimize the impact on normal operations.



### Step 9 – Plan creation

Your Trane account manager will provide your organization with a plan proposal. Included in the proposal are the recommended temporary equipment solutions, the total investment required (both capital and expense), budgetary figures for the temporary solutions (including first and recurring costs), and detailed roles and responsibilities for internal and external resources.



### Step 10 – Implement and review

To help expedite the ordering and delivery of a temporary system, in an emergency situation, it is important to make sure that all documents, such as purchase orders and rental agreements, are completed, and all recommended building modifications are made. We also recommend that the plan be reviewed at least once a year, or when any facility changes are made.



*Your Trane account manager will provide you with a complete comprehensive plan, developed in conjunction with your facility team.*

# A fleet of products at the ready

## Temperature control

We have taken the Trane HVAC equipment you have grown to trust and made the necessary adjustments to make it easy to transport and set up. In addition, we have factory-trained technicians inspect and quality check every unit when it returns so that it is ready to perform at its best when a need arises.

## Power supply

Temporary generators enable us to provide a complete solution when power is a concern. Trane has partnered with industry leaders in power generators to make sure we have capabilities to cover every need.

## Compressed air

As a member of the Ingersoll Rand family of companies, Trane is able to add compressed air capabilities to our rental fleet. These units have also been adapted for temporary hook-ups and outdoor environments.

Trane is a leading manufacturer of HVAC equipment and offers these same products for temporary applications to better serve our valued customers. Trane has assembled one of the largest and most advanced fleets of rental equipment in the industry. Our fleet is comprised of chillers, package units, air-handlers, cooling towers, diesel generators and air compressors. Essentially, everything you need to create a temporary HVAC or power system to get your facility back up and running.

### Air-cooled chillers 10-500 ton

Equipped to provide quick restoration of cooling in emergency and planned shutdown situations.



### Water-cooled chillers 250-1,000 ton

Ideal for large process and comfort cooling applications where adequate power is a concern.



### Air conditioning units 10-50 ton

Restore cooling in an emergency or provide cooling for previously unconditioned spaces.



### Air handling units 5,000-25,000 cfm

Perfect for providing air conditioning to very large spaces where high efficiency filtering is required.



### Cooling towers 250-750 ton

Used to provide cooling for water-cooled chillers or directly for some process cooling applications.



### Vertical air conditioning tent units 10-30 ton

Designed to cool and heat structures where footprint and noise output are a concern.



### Diesel generators 60-2,000 kW

Well-suited for applications that need standby generators when conducting service on existing equipment.



### Portable units 1-5 ton

Great for areas such as server rooms, laboratories and small office spaces.



### Air compressors 100-1,500 cfm

These air compressors are easy to install, ensuring your facility's compressed air system has minimum downtime after an emergency.



### Compressed air dryers

Helps protect compressed air users from water impurities, while improving productivity and system efficiency.





*With strategic locations throughout the Americas, we are well equipped to deliver fast! Contact us 24/7 at 1-800-755-5115.*

## **We are here for you wherever and whenever you need us**

Our team of account managers, engineers, service technicians and logistics professionals are ready to help build a contingency plan for you: a plan that, when activated, can rapidly transform the equipment you need into a smoothly functioning system that will exceed your expectations.

The temporary equipment used for your contingency plan is backed by the same strong network of service technicians and OEM technical support that work on permanently installed Trane equipment. This network consists of over 2,500 technicians working out of 140 sales and service offices throughout North America.



Trane temporary equipment is stored in over 30 facilities across the Americas, resulting in faster delivery when you need it most.



Ingersoll Rand (NYSE:IR) advances the quality of life by creating comfortable, sustainable and efficient environments. Our people and our family of brands— including Club Car®, Ingersoll Rand®, Thermo King® and Trane®—work together to enhance the quality and comfort of air in homes and buildings; transport and protect food and perishables; and increase industrial productivity and efficiency. We are a global business committed to a world of sustainable progress and enduring results.



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