

# Konyi on Smartcool System's recent Knight Frank and SSE energy efficiency deals

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"We have done two installations. They (Knight Frank) have asked us to do proposals on 21 buildings and it was on the back of an installation that we had done early last year where they monitored results, got great results and that's leading them to incorporate this as a part of their overall strategy for carbon reduction." States Ted Konyi, President and CEO of [Smartcool Systems Inc.](#) (TSXV: SSC), in an interview with InvestorIntel Corp. CEO Tracy Weslosky.

**Tracy Weslosky:** There is so much news coming out. I think I counted four news releases since the new year?

**Ted Konyi:** Yes, that is right. We have had four news releases since the new year. Its been a good start to the year. Lots more to come.

**Tracy Weslosky:** I have here your most recent news. You just made a deal with Knight Frank to collaborate to reduce energy consumption in the UK. Some Canadians, North Americans may not be familiar with how large Knight Frank is. So why not we start there?

**Ted Konyi:** It's a great relationship that we have developed. I got a chance to meet David Goatman for the first time in November. Our guys in the UK have been working with him for a long time. Knight Frank is a global real estate consultancy firm. I think they have 523 offices in 60 different countries. They also manage properties on behalf of their commercial

customers. I think its 750 million square feet of property that they manage. David Goatman is the Partner and Head of Energy and Sustainability for all of Knight Frank. He has become quite a champion for Smartcool. He is leading us in the door to a lot of their managed properties as well as to their customers that they work with on a consultancy basis...to access the complete interview, [click here](#)

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## **Knight Frank planning further UK roll-out of Smartcool's energy efficiency technology**

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Earlier this week, Vancouver-based [Smartcool Systems Inc.](#) (TSXV: SSC) ("Smartcool") [announced](#) that it had completed installations of its HVAC optimization technologies in two UK office buildings managed by Knight Frank LLP, in London and Bristol. Already, these installations have shown a 20% savings on energy costs. This follows news of Smartcool completing three installations in January for [SSE](#), one of the UK's largest and fastest growing energy companies earlier in January.

Knight Frank, which is the world's largest privately-owned real estate consultancy, is taking an active approach to reducing its overall carbon footprint, as well as energy costs for its clients, who represent more than 750 million square feet of real

property ownership globally. With demonstrated success of Smartcool's technologies in its existing office building installations, Smartcool has performed surveys of an additional 18 buildings on Knight Frank's recommendation, foreshadowing additional installations in the near future.

David Goatman, Knight Frank's Head of Energy and Sustainability commented that he is very impressed with Smartcool's technologies and he is looking forward to continuing collaboration and proceeding with further roll-outs. Smartcool CEO Ted Konyi shared these sentiments, stating that Knight Frank's dedication to its efforts has been very clear, and that the outcome of this rollout will equally benefit Knight Frank's clients, as well as the environment.

Smartcool's product line consists of energy retrofit solutions for both residential and commercial properties, addressing the natural inefficiencies of HVAC systems, with the ability to save as much as 40% of energy expenses. The solutions are engineered to be compatible with existing HVAC configurations for easy installation with no downtime. The solutions have undergone rigorous third-party testing, to include testing by Oak Ridge National Laboratories, which is part of the United States Department of Energy.

Smartcool has put out 4 news releases since the new year:

- [Smartcool and Knight Frank Collaborate to Reduce Energy Consumption in the UK](#) – February 05, 2019
- [Smartcool Begin Hall Hunter Partnership Installations across UK Sites](#) – January 29, 2019
- [Smartcool and SSE Continue to Install Energy Solutions Across Sites in the UK](#) – January 23, 2019
- [Smartcool Announces that 2018 4th Quarter Sales Exceed 2.4 Million Dollars](#) – January 09, 2019