



Dundas Dashboards keep McKinstry top of mind for clients

## Customer Profile:

McKinstry Company is a full-service design, build, operate and maintain firm with over 1,600 professional staff and trades people who deliver consulting, construction, energy, and facility services. The company advocates collaborative and sustainable solutions that are designed to ensure occupant comfort, improve systems efficiency, reduce facility operational costs, and ultimately optimize client profitability for the life of their building.

## Case Description:

Their client list includes municipalities, counties, school board districts, and universities. McKinstry wanted a tool that would allow clients to track their energy use by building and distribute the information in a digestible format. McKinstry explored developing their own tool to visualize the data but found they were building them 'from scratch' for each client.

## The Solution:

"Dundas Dashboard visualizes energy data and makes it more digestible and accessible to the client audience whether that's the general public, executive decision makers, or occupants," said Troy Heerwagen, Dashboard Manager with McKinstry Company. Mr. Heerwagen went on to emphasize, "Dundas Dashboards provided a repeatable and scalable solution with the flexibility and robustness to meet each clients needs."

## The Benefits:

By providing dashboards as an access point into their data, McKinstry gave their clients what they wanted. "That additional connection to the client and that enhanced level of service results in clients wanting to do more business with us," observed Mr. Heerwagen. "And having a visible leave behind [the dashboards] keeps it in their mind on a regular basis," he said.

**For more information about Dundas visit:**

<http://www.dundas.com> or call 1-800-463-1492.

**For more information about McKinstry visit:**

<http://www.mckinstry.com>

*"Having that dashboard as a kind of advertisement in their cubicles or on their touch screen or on their office wall flat screen spreads awareness of our brand and what we can do."*

Troy Heerwagen  
Dashboard Manager  
McKinstry Company

