

Planned Maintenance

What it is. What it is not.
How it impacts your bottom line.

In an effort to keep costs down, planned maintenance is often viewed as optional. As a result, filters are not changed at the right frequency, unauthorized parts are used, time between scheduled maintenance gets longer, and cutting corners begins to take a toll on the system.

This approach is like saying that you would rather deal with the expense of a catastrophic failure than manage the wear and tear that occurs on equipment that is expected to perform 24/7.

During an extreme heat wave, a bitterly cold spell, or at time of high-volume production, you have likely experienced a system break down. This is no coincidence. It is when these performance burdens are placed on your HVAC system that maintenance issues will surface and cause the greatest disruption.

What Planned Maintenance is.

Let's start with some clear definitions.

Preventative Maintenance: The long-established term for a checkup of a mechanical system. The system is typically offline to assess equipment condition, replace filters, and check fluids.

Predictive Maintenance: This type of maintenance is done while the equipment is running to monitor the performance of equipment during normal operation.

Planned Maintenance: This type of maintenance is how HSA Mechanical is **Redefining Commercial Service**. Planned maintenance delivers customer-focused solutions in a proactive plan to manage the life cycle of your system. Our goal is to help you realize the greatest Return on Investment (ROI) possible from your HVAC investment, utilizing best practices of both preventative and predictive maintenance.

What Preventative Maintenance is not.

The misnomer of "preventative maintenance" is that HVAC system failures can be prevented from ever happening. They cannot. That is why our approach is planned maintenance. **With planned maintenance, downtime can be mitigated and its financial impact minimized.**

How Planned Maintenance can help your bottom line.

Your HVAC system and its installation likely cost five to six figures. That is a significant investment. Consider the ROI that could be realized by extending the life of that HVAC equipment. How would a car run if, after it was purchased, it was never serviced? The same applies here:

- How much would it cost the company in revenue if production was offline due to an equipment failure (like a chiller) for an hour...a full shift...or longer?
- What if an HVAC breakdown meant your tenants could not occupy the building? What is the impact if your facility houses the sick, elderly, or children?



How HSA Planned Maintenance is different from other HVAC companies:

1. HSA Mechanical is not a construction company.

Commercial construction companies often install HVAC systems as part of a larger contract for a new build. Yet, when it comes to service maintenance contracts, they often fall short. Another reality is that they stand to make more money replacing the whole system than helping a building owner and facilities team **get the most ROI out of the HVAC investment.**

2. We specialize in Commercial HVAC – that's it.

There are dozens of HVAC companies in the area that attempt to straddle the line between residential and commercial mechanical work. Commercial systems require a different level of knowledge. HSA Mechanical works exclusively with Commercial, Industrial and Institutional clients, **redefining their expectations of commercial service.**

3. Service in hours, not days.

Because of our focus on Commercial, Industrial and Institutional clients, we become a trusted extension of the facilities team. This partnership allows our technicians and front office team to deliver solutions and **service in hours, not days.**

4. Real-time decision making.

XOi is a video and photo hosted service that documents field conditions. Using XOi technology, we have the capability of providing our clients a real-time visual review of equipment condition, allowing them to assess the needed repairs first hand and make better budget and operational decisions.



SCHEDULE AN XOİ AUDIT TODAY!

See your HVAC system in a whole new way. Our investment in XOİ brings a new level of service and response time to our clients, keeping them operational, comfortable, productive – and profitable.

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