

## **Fujitsu General Signs Strategic Memorandum of Collaboration with U.S. EaaS Provider**

Accelerating deployment of energy-efficient air conditioners to promote a more sustainable society

Fujitsu General's North American regional sales subsidiary, Fujitsu General America, Inc. (hereafter "FGAI"), has signed a Memorandum of Understanding (MOU) with Budderfly Inc. The company is a fast-growing U.S.-based Energy as a Service (EaaS) company. Budderfly and FGAI are to pursue strategic collaboration focused on expanding the use of high-efficiency energy technologies in the light commercial market. Working together will help Fujitsu General to expand sales of its highly efficient AIRSTAGE VRF multi-air-conditioning systems for buildings and its AIRSTAGE Cloud\*<sup>1</sup> building HVAC management systems in North America. Fujitsu General is looking to boost the growth and progress of its commercial-use business through their combined efforts.

Budderfly offers a comprehensive range of energy equipment and control technologies for all kinds of building-related energy equipment. The company's proprietary technologies include equipment, range hoods, and high-efficiency energy solutions through its original integrated energy-saving software. Under this initiative, FGAI will provide its "AIRSTAGE" through Budderfly to the light commercial market, including major fast food chains, and will offer each customer design, installation, and after-sales support for air conditioning systems. Furthermore, combining systems with AIRSTAGE Cloud will make it easy for customers to deploy air conditioning systems at multiple properties. The system streamlines remote management, from equipment installation to operation and maintenance, without requiring detailed initial configuration of each system.

Adding Budderfly's outstanding energy-saving expertise to Fujitsu General's highly efficient VRF-based AIRSTAGE equipment and AIRSTAGE Cloud building HVAC management systems offers significant advantages to customers. They can avoid large initial investments in air conditioning equipment, hiring professional energy management staff, and labor burdens, which have all been serious issues up to now. At the same time, they can benefit from lower greenhouse gas emissions and power consumption through fixed-rate services. They also plan to link AIRSTAGE Cloud with Budderfly's integrated energy-saving software eventually, aiming to reduce the energy consumption of rooftops and other air conditioning systems by up to 60%.

Fujitsu General promotes sustainable management and pursues its business activities to shape a more sustainable society in collaborative endeavors with its customers. Following one of their key goals, "harmonious coexistence with our planet," they promote replacing air-conditioning equipment with heat pumps that emit fewer greenhouse gases. Meanwhile, Budderfly is concerned about the slow renewal of air-conditioning equipment in U.S. commercial buildings. The company has striven to reduce energy use by providing efficient air-conditioning systems. As environmental consciousness in the U.S. continues growing, the two will cooperate to promote increased use of high-efficiency energy technologies in the light commercial market. In this way, they will help to achieve a net zero-carbon society.

Out of its fresh engagement with Budderfly, Fujitsu General expects to provide approximately 10,000 AIRSTAGE systems by the end of FY2028, corresponding to total sales of approximately \$130 million.\*<sup>2</sup>

\*1 An HVAC management system can remotely control and monitor HVAC systems at multiple properties simultaneously.

\*2 USD

### Contact Us

For media inquiries, please use the form at <https://www.fujitsu-general.com/global/contact/press.html>

## Comments by CEO of Two Companies

### Al Subbloie, CEO of Budderfly, Inc.

Fujitsu General's high-efficiency AIRSTAGE multi air-conditioning systems and AIRSTAGE Cloud are designed to address the energy needs of a wide range of commercial buildings. They integrate seamlessly with the energy management services we offer. As electricity prices rise, sustainability requirements become more stringent. We are pleased to collaborate with Fujitsu General to help businesses use energy more efficiently and improve their bottom lines.

### Etsuro Saito, President & Representative Director, Fujitsu General Ltd.

This collaboration marks a new stage in our solutions business in our key market of North America. Our target is the light commercial market in the U.S. (e.g., small and medium-sized commercial buildings and stores). This market is estimated to account for around 50% of all commercial buildings in the U.S. in terms of total floor space and more than 90% in terms of property number.\*<sup>3</sup> However, the adoption of building HVAC management systems has been slow due to high installation costs and management complexity bottlenecks. Our superior energy efficiency technology combined with Budderfly's innovative EaaS business model. This collaboration will accelerate decarbonization and energy conservation in the U.S., helping shape a more sustainable society.

We are committed to building a collaborative ecosystem to broaden the use of our solutions throughout the entire life cycle of air conditioning systems.

\*<sup>3</sup> Based on research by Fujitsu General

## Reference

### Budderfly, Inc.

Budderfly is an Energy as a Service (EaaS) company founded in 2016 and based in Connecticut, U.S. It offers a comprehensive range of energy equipment and control technologies for buildings. It encompasses air conditioning and lighting equipment combined with proprietary software to deliver highly efficient energy solutions. Its customers include major fast-food chains, as well as education and welfare facilities. It was rated one of the fastest-growing companies in North America at the Deloitte 2023 Technology Fast 500 Awards.

- Budderfly website: [www.budderfly.com](http://www.budderfly.com)

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\* AIRSTAGE and AIRSTAGE Cloud are registered trademarks of Fujitsu General Ltd.

### ■ Related information

AIRSTAGE product page:

[www.fujitsu-general.com/us/products/vrf](http://www.fujitsu-general.com/us/products/vrf)

AIRSTAGE Cloud product page:

[www.fujitsu-general.com/us/airstage-cloud](http://www.fujitsu-general.com/us/airstage-cloud)



### **AIRSTAGE Cloud**

A cloud-based building HVAC management system that is easy to deploy



### **AIRSTAGE VU-V (VU-5)**

Multi air-conditioners for large properties, offering powerful operation with single modules up to 16 tons, for outdoor temperatures as low as -26°C. (Image shows outdoor unit)