

2018 PointGuard Game Recap

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It's been quite a year for the PointGuard team. We started 2018 as Abundant Power and are ending the year with our new brand, PointGuard.

The changing of our name from Abundant Power to PointGuard was a key improvement for us this year as we grow as a company and establish ourselves as the essential building performance technology in commercial real estate and the built environment. We were thrilled at how positively the name change was received in the industry and feel we are now well-named and well-positioned for 2019.

We also had a very successful year on the product side. In June 2018, we launched the "Comfort Test", a product that gives building teams a chance to understand the potential of using analytics by letting them see how their portfolios were or were not providing comfort to the buildings' occupants.

We took the time to listen to what our users want and need and invested significant time into development and improvements this year. We launched our new Predictive Comfort Analytics email, which forecasts to customers the zones most likely to be uncomfortable for occupants in the upcoming week. We made some rather impressive updates to our Energy Analytics, making this an even more robust integration in our service. In an attempt to solve building owners' desperate need for real time operating data to make capital expenditure decisions, we also launched the CapEx Analytics Report. It's been a busy year for our development team, but we are very excited and confident about the products we are bringing into 2019. We also launched our new partner program and have begun the process of licensing our software as a platform for users – watch this space!

On an internal note, we welcomed two newborns to the PointGuard family and saw one of our members get married. We have also begun to increase our team – always a good sign – and are looking forward to the addition of some valuable and key assets in 2019.

As the new year approaches, we are most looking forward to expanding our message and having a greater impact on the built environment. The platform we offer is well suited to integrate into and improve the business models of our clients and partners and we are excited to see those relationships grow. We're ready to help make the optimization of building performance a reality for more companies.

To our team, our valued clients and our friends – thank you for a brilliant year, see you in 2019!

