

Project Summary November 25



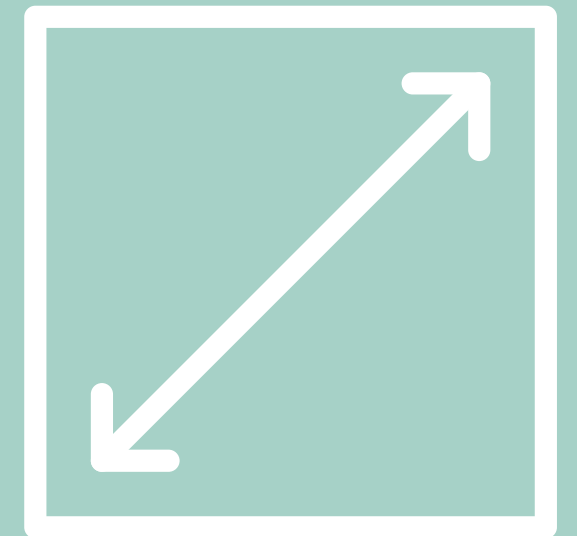
Project: **District Heating and Cooling System**
- contract and efficiency support



Industry:
Education



Location:
Woking



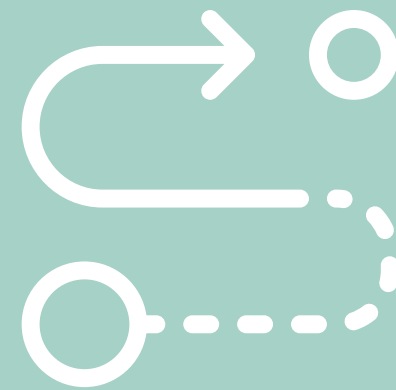
Size of Facility:
48,000 sqft

Challenges & Approach



The Challenge:

The Italia Conti facility in Woking is connected to a district Heating & Cooling System. The complexity of contractual and supply agreement as well as a variation of contractors has resulted in higher than expected costs.



KEES Approach:

- The first thing to do with a new client and a complex system is to carry out a site visit
- This enables a true appreciation of the building, its usage and the different systems used
- From here, we were able to breakdown and clearly advise the client the challenge and the solutions
- With district heating and cooling systems such as the Thamesway system in Woking, they are designed and built to provide to an existed/agreed demand
- If tenants do not use or need or the supplier does not generate as required, the system is not going to operate at the expected efficiencies
- Which is why its crucial that to cover all the basics, capacities, BMS programmes, usages, demands, flow and returns, consumptions etc,



Key Findings:

- The client experience has been frustrating - with the system and the different stakeholders who havent been able to clearly communicate and set up the system in the most efficient way
- The capacities on the primary and secondary system for Italia Conti did not mirror
- The software programme and controls was not optimised which caused higher than intended costs for the user and supplier
- District Cooling and Heating Systems Suppliers, MEP, BMS etc suppliers need to work closely together to ensure the optimum efficiencies and operating costs

Achievements



Projected Savings:

Cost: 15% of total yearly spend

Energy: 68420kWh

Carbon: 5.4tCO₂e

The carbon saving is only representative to the electricity savings using UK Grid carbon conversion factor of 0.17489kgCO₂/kWh

Established in 1911, Italia Conti has an outstanding international reputation and is one of the leading Performing Arts institutions in the country.

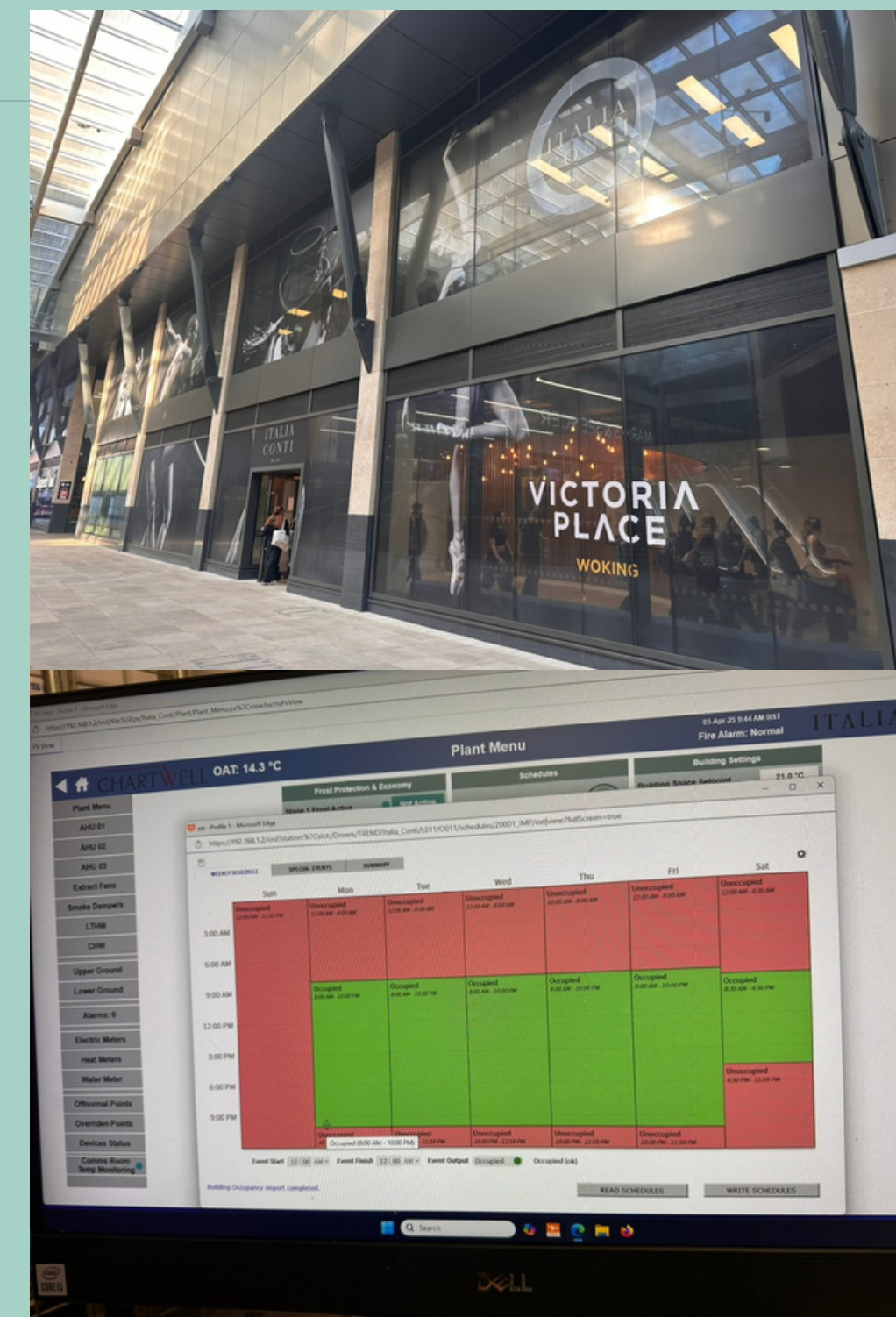
In 2023 Italia Conti moved into a state of the art facility in Woking' Victoria Place which is connected to a district cooling and heating system installed and managed by Thamesway.

What was learned very early, was the frustration that Italia Conti had experience due to all stakeholders speaking a technical language and bouncing the responsibility onto someone else instead of clearly explaining and bring the solution together.

The KEES Approach was simple:

- we understood the system and the challenge
- we created an action tracker, clearly showing the steps required to move forward
- we engaged and brought together all the “technical” stakeholders

What started as one off project, resulted into a long term partnership between Italia Conti & KEES



Testimonial



Bradley Hawkins

**FRSA, Co-Principal & Chief Operating
Officer at Italia Conti**

Testimonial

I worked with Kiro during a detailed investigation into energy usage and system efficiency at Italia Conti.

He was brought in to assess our heating, cooling and electrical infrastructure and quickly demonstrated not only technical fluency but also a strategic understanding of how operational inefficiencies impact cost, contract value, and long-term planning.

Kiro handled complex systems data, historical billing discrepancies, and high-level stakeholder conversations with clarity and professionalism.

His ability to engage collaboratively – with our internal team, finance leads, and external energy providers – allowed us to cut through technical ambiguity and focus on clear, actionable priorities.

His reporting is thorough but digestible. He's proactive without overstepping. Most importantly, he brought real insight to the table, not just analysis. I'd recommend him without hesitation to any organisation needing strategic support around energy systems, contract efficiency or sustainability.