

KEEPING THE AIR HEALTHY AND CLEAN

Like many other European markets, the Polish market is currently experiencing a noticeable economic slowdown. The management of SAR PW, a leading Polish company in technical facility management services, recognized the signs of the times early and implemented an optimization program and efficiency-boosting solutions aimed at ensuring continuous growth even in a more challenging economic environment. Balanced growth is a key word at SAR PW, and in addition to all measures that have been taken, company founder and Managing Director Andrzej Różycki strongly believes in his staff and in good performance ahead.



Company
founder and
Managing Di-
rector Andrzej
Różycki

“We are sure that we can achieve a lot with our staff,” he confirms. “Our master engineers and technicians are very well trained and draw on years of experience. We try to combine the enthusiasm and eagerness of our younger employees with the know-how and experience of our long-term staff members. We are going to keep developing our business to further improve the quality and efficiency of our services. This year, we are focusing on preparing our business for the expected upswing in 2014.”

To structure its growth, SAR PW recently established a special development department. The new department carries out development projects and leads the planning and control cycles so that the results of all development-supporting activities can be anticipated at an early stage. “This new unit enables us to grow and develop our business without having to slow down our day-to-day operations,” says Mr. Różycki. Last year, SAR PW also introduced a sales department responsible for growing sales from major Design-

Build-Operate-Maintain contracts. This important strategic move was made to increase the company's market share and enter new markets. The dynamic business also created a new type of parameterized service aimed at ensuring functional safety measured by uninterrupted functioning, which is of particular importance in Data Centers. As a result, SAR PW is able to provide functional safety service at the TIER 2/3 level in terms of HVAC&R and electrical power. Also, given the lack of modern air cleanliness regulations for operating theaters in Poland, SAR PW is developing a solution that would ensure cleanliness control in Polish operating theaters, based on the DIN 1946-4 and PN EN ISO 14644 regulations. This solution is expected to allow an introduction of a cleanliness criterion as a performance parameter. Simultaneously, the company keeps proposing and promoting uniform air cleanliness standards in operating theaters in Poland, hoping that they



An octagonal unidirectional filtering ceiling with crystal curtains in one of the most modern operating theaters in Poland at Carolina Medical Center, executed by SAR PW in 2011

turn into official regulations in the near future. **“At the end of the day, the satisfaction of our clients determines our success,”** says Mr. Różycki. “We also place great emphasis on training and the accumulation of know-how. This is the only way we can guarantee high-quality technical maintenance services for our clients’ facilities and deal with complex

technical challenges and extraordinary demands in Design-Build-Operate-Maintain projects. Our mission is to make our customers aware that maintenance is crucial to all technical systems to guarantee a healthy and user-friendly climate.” ■



High-precision air-conditioning for data centers. SAR PW provides functional safety service for server rooms

“SAR PW Sp. z o.o.” Sp.k.

1 Zegańska Street
04-713 Warsaw
Poland
Phone: +48 22 615-70-74
Fax: +48 22 615-77-15
sarserwis@sarserwis.pl
www.sarserwis.pl

SAR PW is a technical facility management company specializing in maintenance and Design-Build-Operate-Maintain projects of

- HVAC&R systems:
 - precision air-conditioning (HPAC)
 - comfort air-conditioning
 - cooling
 - ventilation
 - heating
- automatic control systems and BMS
- electrical power systems
- water and sewage systems

SAR PW offers a comprehensive range of services, such as:

- technical facility maintenance including technical support and periodic technical inspections
- construction of new systems, and modernization and repairs of existing systems
- commissioning and inspecting HVAC&R, automatic control and electrical power systems
- technical consulting services (clean rooms, Data Centers)

SAR PW draws on a broad client base including

- financial institutions
- public administration institutions
- hospitals, health service institutions and clean rooms
- data centers and server rooms
- office buildings
- industrial, trading and service companies across various sectors.

Altogether, the company provides maintenance services to:

- over 80 customers in more than 300 facilities
- over 5,000 cooling, air-conditioning, ventilation, power, automation units

SAR PW employs over 100 members of staff, including over 20 master engineers, holding various installation, construction, competence and expert licenses, including a Facility Manager license - all experts in the systems serviced by the company.