

AirRated

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02 The importance of indoor air quality

Outdoor air quality awareness has improved greatly in recent decades, but there remains a distinct lack of awareness regarding indoor air quality. In [a survey](#) we recently commissioned:

22% of respondents stated that they are knowledgeable about air quality

64% of respondents said they are extremely or quite concerned about outdoor air quality

53% said they are extremely or quite concerned about indoor air quality

Indoor spaces are often much more polluted than we realise, with concentrations of some pollutants often two to five times higher than typical outdoor concentrations. Due to the fact we spend more than 90% of our time indoors, prolonged exposure to indoor air pollution at any level can result in significant long-term health impacts. As such, there is a clear need for spaces with good indoor air quality that prioritise occupant health and wellbeing.

In the coming years, the healthy buildings trend is set to accelerate exponentially, particularly with the rise of ESG initiatives. Getting an AirScore now is a simple but effective way to future-proof a space and communicate its health to occupants.

“There has never been a more important time than now to focus on indoor air quality. This is arguably the single greatest determinant of our overall health and wellbeing in buildings, and it is paramount that we begin to map and quantify this in order to develop better strategies for improving indoor air quality, creating better living, working and leisure environments.”

Francesca Brady, CEO

03 The AirScore

The AirScore by AirRated is a simple and reliable measure for indoor air quality in the built environment. The latest sensor technology is used to monitor five key parameters that can have a huge impact on our health, wellbeing and productivity:

- Particulate matter (PM2.5)
- Carbon dioxide (CO₂)
- Total volatile organic compounds (TVOCs)
- Temperature
- Humidity

Outdoor air quality and weather data is also gathered, analysed and taken into consideration.

Following a three-week monitoring period, our in-house environmental scientists test these datasets against the AirRated scoring system, to generate your building's AirScore: Certified, Silver, Gold or Platinum. A report is then provided with a detailed analysis of your indoor air quality, alongside any suggested remedial actions for improvement.

The benefits of an AirScore are many and varied, depending on the type of building. Some examples include attracting occupiers and residents, enhancing marketing campaigns and responding to changing expectations for indoor environments.

Across the board, achieving an AirScore shows an exceptional consideration for the health and wellbeing of the people in your space.



PM2.5

CO₂

TVOCs



Temperature



Humidity

04 The AirScore D&O

The AirScore D&O by AirRated is a comprehensive review of the proposed design and operation of a building's HVAC system. It is suitable for new developments and those undergoing refurbishment.

An AirRated Accredited Professional (AP) will review and assess your specification and suggest recommendations for improvement and optimisation, all whilst keeping sustainability as a key concern.

Along with the fundamental parameters – PM2.5, CO₂, temperature, humidity and TVOCs – we will also evaluate other particulates, inorganic gaseous compounds, and pathogens. The design will be evaluated against CIBSE Guide A and the AirRated Global Standards to check minimum requirements are met.

If all minimum requirements are met, the development will receive an AirScore D&O, which is tiered (Platinum, Gold, Silver and Certified) depending on the grade of specification. The certification is valid until the scheme's completion, at which point the building will be eligible for a full AirScore certification.

Achieving an AirScore D&O ensures that your space will have adequate ventilation and achieve good indoor air quality upon completion. It can also help to make your building more sustainable, as taking steps to improve a building's HVAC design post-completion tends to be both costly and energy intensive. If the provision of good indoor air quality is incorporated into the design of a space, systems can be optimised to deliver it without using significant amounts of energy.

Being awarded this accreditation at an early stage in a project allows sales and marketing initiatives to highlight a development's focus on occupant wellbeing and sustainability. It has helped several of our clients to accelerate their leasing and sales campaigns.

Want to become an AirRated AP? Get in touch with us [here](#).

05 Commercial

Air quality is becoming an increasing concern in commercial buildings. Achieving an AirScore can help you to optimise your indoor air quality and to communicate the health of your space to occupiers.

Market differentiation and talent attractions

- Generate PR on a highly topical issue and show a careful consideration of Environment, Social and Governance (ESG) factors
- Engage with local planning authorities and align your building or portfolio with their clean air initiatives
- Attract occupiers based on the improved performance and health benefits of your building

Compliance and future-proofing

- The [1974 Health & Safety at Work Act](#) and the [1984 Occupiers Liability Act](#) both contain an element of duty of care to provide safe, healthy working environments
- The [Future Buildings Standard](#) is set to include a new requirement for additional ventilation and indoor air quality monitoring in high-risk non-domestic buildings like offices and gyms

“There is clearly an opportunity for organisations to begin to think differently and use their physical premises for competitive gain. This is true from investors right through to occupiers, whether companies are trying to command a higher price for a high-performing building or looking to take the kind of space needed to help drive business success.”

UKGBC



06 Residential

According to the World Health Organisation, “80-90% of our health outcomes are tied to where and how we live”. It is clear that the quality of air in and around our homes is hugely important, and it is increasingly becoming a factor that people consider when choosing a house.

An AirScore shows that a space will optimise health and wellbeing, and can be used as a market differentiator to accelerate lettings and sales campaigns.

Meet changing expectations

- 90% of renters and buyers said they want a home that doesn't compromise health and wellbeing
- 53% of people think that good indoor air quality is a desirable factor when looking for a new property, while 75% would possibly pay more in rent or house prices to live somewhere that demonstrated good indoor air quality
- Part F of the The Future Homes Standard will address ventilation and maintenance of indoor air quality in residential dwellings

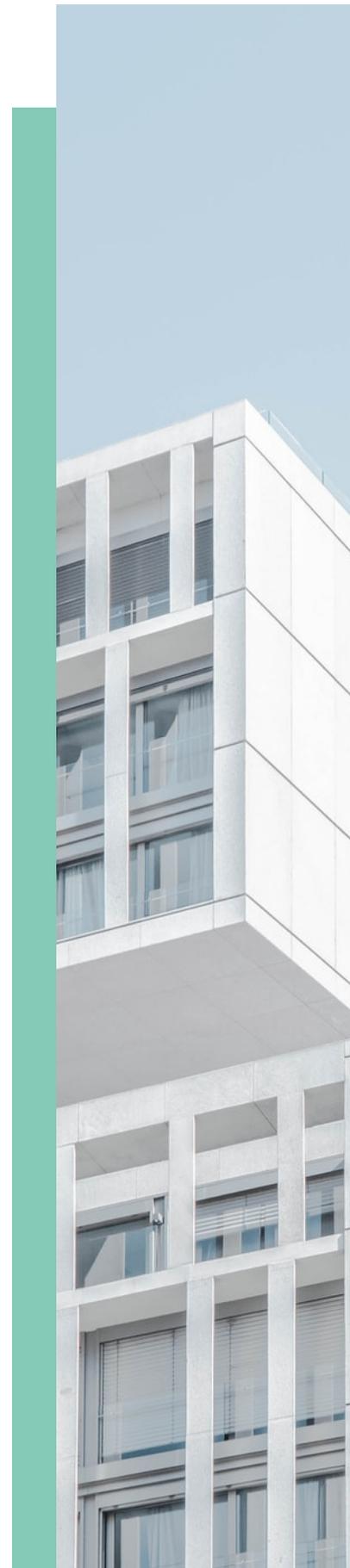
Increase value

An extensive survey performed by the World Green Building Council reported that:

- 'Healthy' buildings were worth at least 7% more than standard ones
- 46% of respondents reported they were easier to lease
- 28% said they could command premium rent

“This [healthy buildings] is becoming increasingly relevant here in the UK as it is likely that buildings that do not meet market expectations in the future will face a 'brown discount'.”

Savills



07 Occupiers

As awareness of the importance of indoor air quality continues to grow, occupiers are beginning to demand more of their buildings. Achieving an AirScore will help you to lead the way in providing a safe, healthy and productive indoor environment.

Increase talent attraction and retention

- 87% of employees said they consider health and wellbeing offerings when choosing an employer
- 53% of people said they would consider not working for a company if they couldn't prove the quality of their indoor air
- Companies with high employee satisfaction can outperform their competitors by 2.3-3.8% each year

Improve health and productivity

- 70% of employees believe poor air quality in their workplace is having a negative effect on their day-to-day productivity and wellbeing
- Improved ventilation with lower CO₂ levels can boost employee productivity by up to 11%
- 66% of companies see a Return on Investment (ROI) on their health and performance initiatives

“In building, wellness is the new sustainability. The goal is to make our built environment more physically healthy for people.”

Jonathan Penndorf, AIA



08 Customer journey

A member of our team will explain the certification process in detail at an introductory meeting and ensure there is clear communication throughout the certification process.

The AirScore

1

Registration

Intent to pursue certification and schedule testing

2

Assessment

Site visit for environmental survey and sensor installation

3

Data collection

Data collected over a three-week period

4

Verification

Analysis of data to confirm minimum AirScore requirements have been met

Criteria not met ——— Remediation

5

Certification

If requirements are met, the building is awarded an AirScore

6

Recertification

The AirScore can be recertified annually

The AirScore D&O

1

Registration

Intent to pursue certification

2

RFI

An AirRated Accredited Professional (AP) issues request for information

3

Initial review

Information gathered, reviewed and assessed

4

Verification

Current AirScore D&O and report issued (for internal use only)

5

Optimisation

Advice for improvements to building specification (if applicable)

6

Certification

The design specification is awarded an AirScore D&O

7

Validation

Upon building completion, the building is eligible for a full AirScore certification

09 Certification fees

Certification	Price
Commercial AirScore	£2,250 & £0.05 per sq. ft. (+VAT)
Residential AirScore	£2,250 & £0.05 per sq. ft. of communal space and a charge per apartment being monitored (+VAT)
The AirScore+	£4,500 & £0.05 sq. ft. (+VAT)
The AirScore D&O	£7,500 (+VAT)

The AirScore

£2,250 & £0.05 per sq. ft. (+VAT)*

This includes:

- Hardware rental
- Project management (including install, configuration and decommission)
- Two one-hour client meetings during data collection and after report is delivered

We will provide an in-depth overview of your building's indoor air quality in relation to our five parameters, as well as recommendations for improvement. You will also receive:

- Executive indoor air quality summary
- Tiered rating
- Five hours of marketing support
- Leasing agent training/CPD session
- Physical AirScore plaque to be displayed in or on your building (subject to additional cost)

*Sq. ft. measurements are taken from net internal area (NIA). In the case of a Residential AirScore, the same base fee applies with the addition of £0.05 per sq. ft. of communal space and a charge per apartment being monitored. A discount is applicable when using your own hardware.

The AirScore+

£4,500 & £0.05 sq. ft. (+VAT)

The AirScore+ consists of everything included in the standard AirScore, as well as a deep-dive into strategies for remediation, with behavioural, operational and mechanical changes. You will also receive a presentation of your results with time for a Q&A session.

The AirScore D&O

£7,500 (+VAT)

The AirScore D&O consists of an in-depth review and assessment of your building's HVAC system and other innovations, with recommendations to optimise your indoor air quality. It also includes:

- Tiered rating
- Full report
- Five hours of marketing support
- Leasing agent training

AirRated

