

Helping global organizations reduce their carbon footprints

Hark enables companies to improve their buildings' energy efficiency with a cloud-based IoT offering built with Dell Technologies OEM Solutions.



“By providing smart energy controls and partnering with Dell Technologies OEM Solutions, we help more companies understand how their buildings operate.”

Jordan Appleson

CEO, Hark

Hark.

Hark | Energy | United Kingdom

Business needs

To facilitate rapid growth and meet customers' disparate requirements, Hark needed an original equipment manufacturer (OEM) provider to help design, build and distribute edge gateways that could operate in all types of environments and communicate with a range of devices such as industrial furnaces, air conditioners, microgrids and solar panels.

Solutions at a glance

- [Dell Technologies OEM Solutions](#)
- [Dell Edge Gateways for IoT](#)
- [Hark Energy and Asset Monitoring](#)

Business results

- Boosts buildings' energy efficiency and reduces carbon footprint.
- Saves one customer £1 million (\$1.38 million) in energy and asset costs over 1 year.
- Enables one customer to save enough energy in 1 month to power the equivalent of 800 homes for a year.



“One hundred percent of our solution that runs on Dell Edge Gateways is being used to help improve the way the world performs through reduced energy waste and improved efficiency.”

Jordan Appleson

CEO, Hark

Buildings generate nearly 40% of energy-related carbon emissions worldwide. To achieve global net-zero emissions by 2050, organizations need technologies that make it easier to manage heating, cooling, ventilation and other industrial systems. Today, most systems must be managed manually on-site, making continuous insights and optimizations infeasible.

You can improve what you can measure

To help organizations reduce their buildings' carbon footprints, U.K.-based Hark launched the Hark Platform. It uses on-site Dell Edge Gateways for IoT, built and shipped by Dell Technologies OEM Solutions, to facilitate communication between customers' industrial systems and a centralized point of insight and control in the cloud. Jordan Appleson, CEO of Hark, says, “By providing smart energy controls and partnering with Dell Technologies OEM Solutions, we help more companies understand how their buildings operate so that they can reduce their energy footprint and take an important step toward achieving their net-zero goals.”

By using the Hark Platform to centrally manage 24,000 devices — including commercial ovens and refrigeration systems — at 600 stores, a U.K. supermarket chain has saved more than £1 million (\$1.38 million) in energy costs over 12 months. Staff can not only pinpoint inefficient stores and systems, but can also adjust power and other device settings to reduce energy consumption. Another Hark customer is saving enough energy in a month to power 800 homes for a year. Some companies also use the Hark Platform to understand when they should switch from public electrical grids to private microgrids powered by solar panels. Appleson says, “One hundred percent of our solution that runs on Dell Edge Gateways is being used to help improve the way the world performs through reduced energy waste and improved efficiency.”



Provides

a central point of insight for alerting and controlling diverse industrial systems.



Facilitates

global deployments in all types of industrial settings.



[Learn More About Dell Technologies Social Impact Initiatives.](#)

[Contact a Dell Technologies Expert.](#)