OQ INC.
ENERGY MANAGEMENT SERVICES

Technology and programs enabling service providers to reduce building operating costs

Energy Service Delivery Process

From benchmarking a building's energy performance to ROI-justification of energy conservation measure recommendations, the industry-leading technology and programs from BuildingAdvice help you to provide the level of service and cost savings required in today's commercial real estate market.
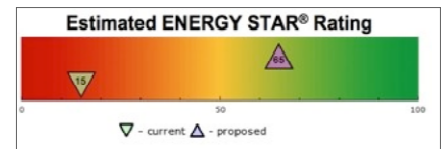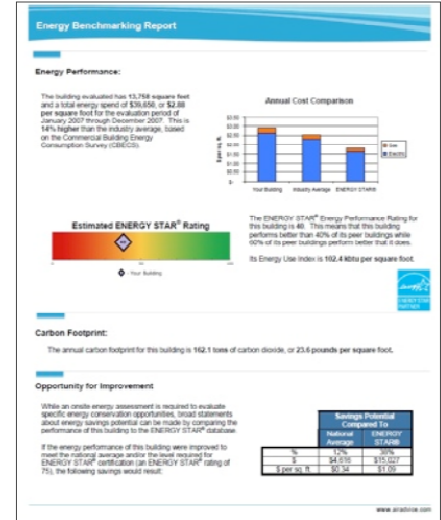
All solutions include Sales Accelerator training, sales & marketing collateral, and technical support.

Energy Benchmarking

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The first step toward energy savings.

Building operating costs are too high. You've heard this from your customers over and over. Do you know that energy accounts for almost one-third of a typical building's operating costs? And because energy savings go straight to the bottom line starting with the next month's utility bill, energy should be the first place you look to cut costs for your customers.

Do you know how your customers' buildings stack up against similar buildings in your market? If they own multiple buildings, where are their best opportunities for savings? The Energy Benchmark™ application enables you to quickly and easily evaluate the level of energy consumption and how it compares with that of similar buildings in the area. It's the first step down the path to increased profitability and asset value for your customers through lower operating costs. And it's the first step for you in becoming their energy expert.

In addition, with Energy Benchmark, you can assess your market for energy services, then move up to a more comprehensive solution.

Start the energy discussion.

Energy Benchmark Features

- Provides an Energy Star score for the building
- Provides key benchmarking metrics, including cost per square foot, energy usage index, and carbon footprint
- Automated upload of utility bills
- Pulls building data from Energy Star's Portfolio Manager
- Easy upload of Energy Benchmark input files
- Concise, user-friendly reports that are easy to produce

Energy Savings Assessment
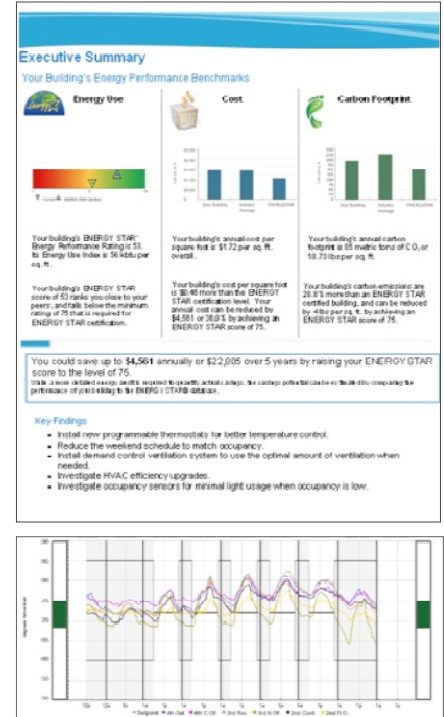
The fastest way to reduce energy costs.

Focused on reducing operating costs in buildings, the Energy Savings Assessment is a more complete analysis of the building's energy consumption along with a set of action-driving measures for improving energy efficiency and lowering costs. With this technology, you can now quickly and easily go beyond benchmarking to actually analyze the building space using a set of portable, wireless sensors and online analysis software.

The Energy Savings Assessment report includes descriptions of low-cost and no-cost actions for improving energy efficiency. For owners and managers of commercial buildings, this kind of guidance and action is invaluable. Given the ever-present cost-cutting environment in commercial real estate, the Assessment application should be a required part of your arsenal. With this capability, you can truly differentiate your service offering by focusing on energy cost reduction.

Identify low or no cost opportunities to save energy.

## Energy Savings Assessment Features

- Uses portable, wireless sensors to easily measure temperature, humidity, CO2, and light
- Web-based software for data analysis and report preparation is accessible from anywhere with an internet connection
- Automated integration of building information, sensor data, and utility bills
- User-friendly graphs to explain energy usage, costs, and carbon footprint
- Front-page financial summary with one-year and five-year savings estimates

Energy Savings Audit

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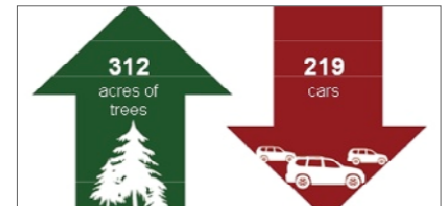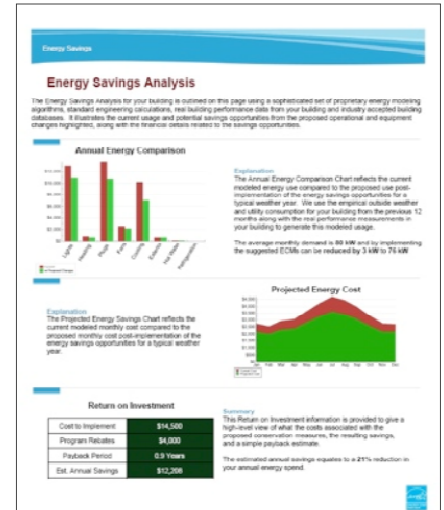
The automated approach to analyzing building energy performance.

When previous steps in the Energy Service Process or your knowledge of the building's systems lead you to the need for a more detailed analysis of potential energy-saving retrofit projects, Energy Savings Audit™ is the best choice for getting it done quickly, accurately, and in a standardized format. Most other methods for auditing the energy performance of a building are time consuming, too focused on the technical aspects, and not focused enough on the financials. That's where our Energy Savings Audit™ is different.

With financial justification, including ROI and simple payback period, on the first page, you won't have trouble making the case for retrofits that will improve the building's performance and reduce its operating costs. And with standardized pages of supporting graphs and detailed information, your recommendations will be supported by sound analysis.

# Justify energy-saving retrofits.

Energy Savings Audit Features

- Portable, wireless sensors to measure temperature, humidity, CO2, and light
- Web-based software for data analysis and report preparation accessible from anywhere with an internet connection
- Automated integration of building information, sensor data, and utility bills
- User-friendly graphs to explain energy usage, costs, and carbon footprint
- Front-page financial summary with ROI
- Reality-based building energy model
- Item-by-item proposal of energy conservation measures with area for rebate and tax credit amounts

Energy Expert

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Date: 2/12/2009

28 °F   119.88 kW   17 °

ings / (Cost)
2/12/2009: ($ 18)   Year-To-Date: ($
Prior 30 Days: ($ 143)   Prior 12 Months: ($

Load Profile

Peak of 119.88 kW at 9:45

HIGH

Actual Use
2,212 kWh

Expected Use
1,985 kWh

Load Profile

Based on 24 hours
What does this mean?

Days*

5-Day Look Forward
Risk of Peak Day: Fri, 02/13   Sat, 02/14   Sun, 02/15   Mon, 02/16   Tue, 02/
High:
Medium:
Low:
Forecast High Temp: 32 °F   28 °F   25 °F   30 °F   28 °F

demand (kW) corresponding closely to max/min annual outdoor temperatures

Ongoing control and reduction of your customers' energy costs.

To stay on top of your customers' energy use and understand what is happening day by day, you need continuous management of energy information and costs. Developed in close cooperation with the U.S. Department of Energy's Federal Energy Management Program with the goal of helping to save energy in commercial buildings, this sophisticated, yet easy-to-use software application creates a "smart model" of how a building should consume energy and compares daily performance against it.

It puts daily energy use in perspective: How does today compare to yesterday? The last 30 days? The last 12 months? And what potential problems lie ahead? Armed with this daily information, you can identify areas for improvement, get fast feedback on operational adjustments and plan ahead to manage your peak load.

Ensure that energy savings continue.

Energy Expert Features

- Daily Scorecards that concisely sum up how many kWh of electricity used that day compared with the expected norm

- A load profile for the day, savings calculations, and a five-day weather forecast with a risk of peak days highlighted

- Month-at-a-glance load profiles so you can immediately spot trends and problems, such as systems left running unnecessarily

- E-mail or pager notification that alerts you when your energy use falls outside of expected levels
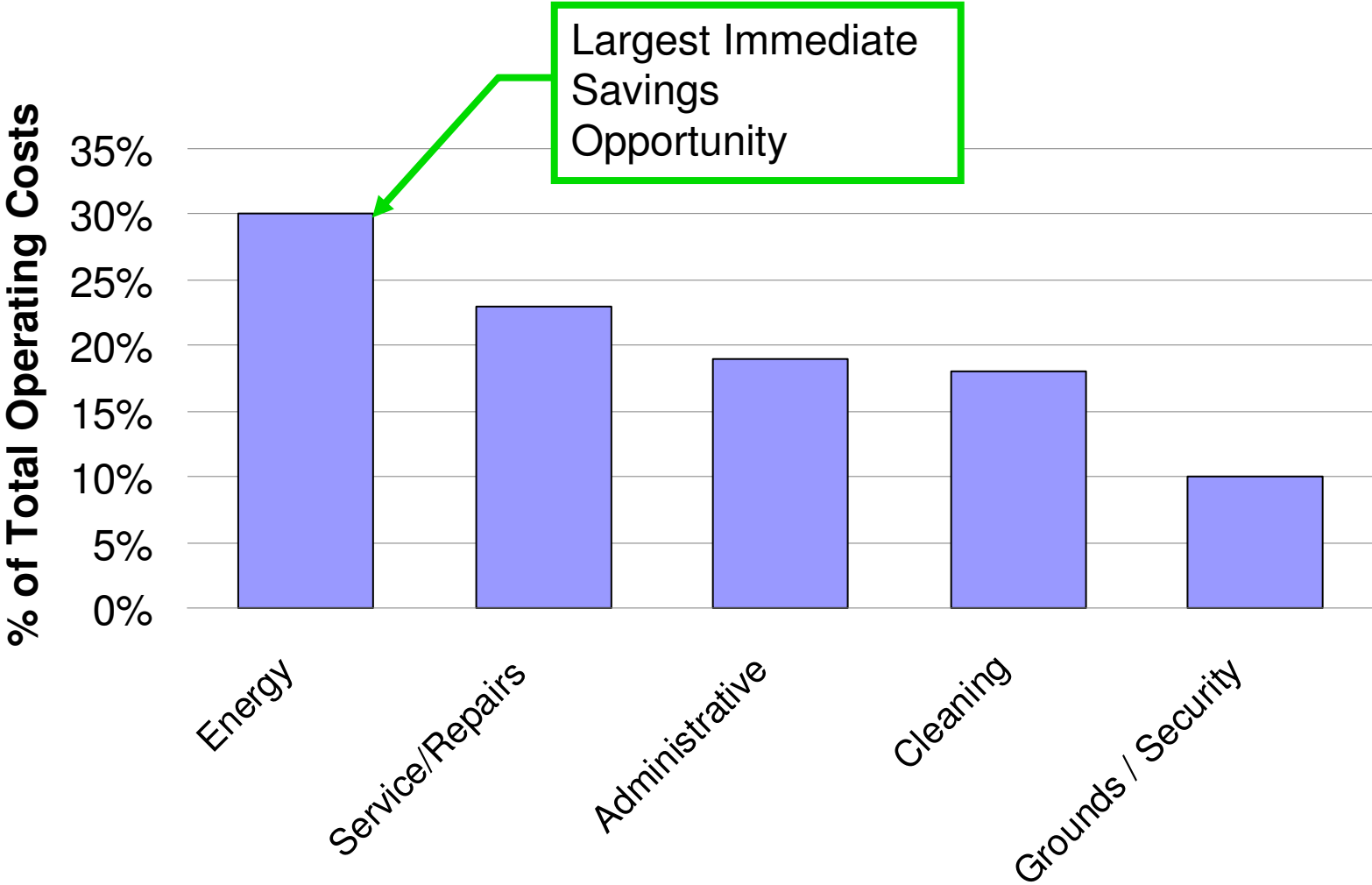
What is the Opportunity

BOMA International

30 EASY WAYS TO SAVE ENERGY
For Little or No Cost

Measure	Savings Estimate	
	%	$
Preventative Maintenance	7.0%	$ 15,171
Occupant Behaviors	3.5%	$ 7,585
Lighting	9.4%	$ 20,372
Controls	7.3%	$ 15,821
Equipment	3.5%	$ 7,585
Cumulative Interactive Total	**27.3%**	**$ 59,089**

Source: Building Owners and Managers Association

Controllable Operating Costs

Largest Immediate Savings Opportunity

Source: ENERGY STAR

Range of Building Performance

$1.54 per sf

25th %tile = $0.85

75th %tile = $2.39

Median = $1.55

No. of Buildings

0

$- $0.50 $1.00 $1.50 $2.00 $2.50 $3.00 $3.50 $4.00

Cost per sq. ft.
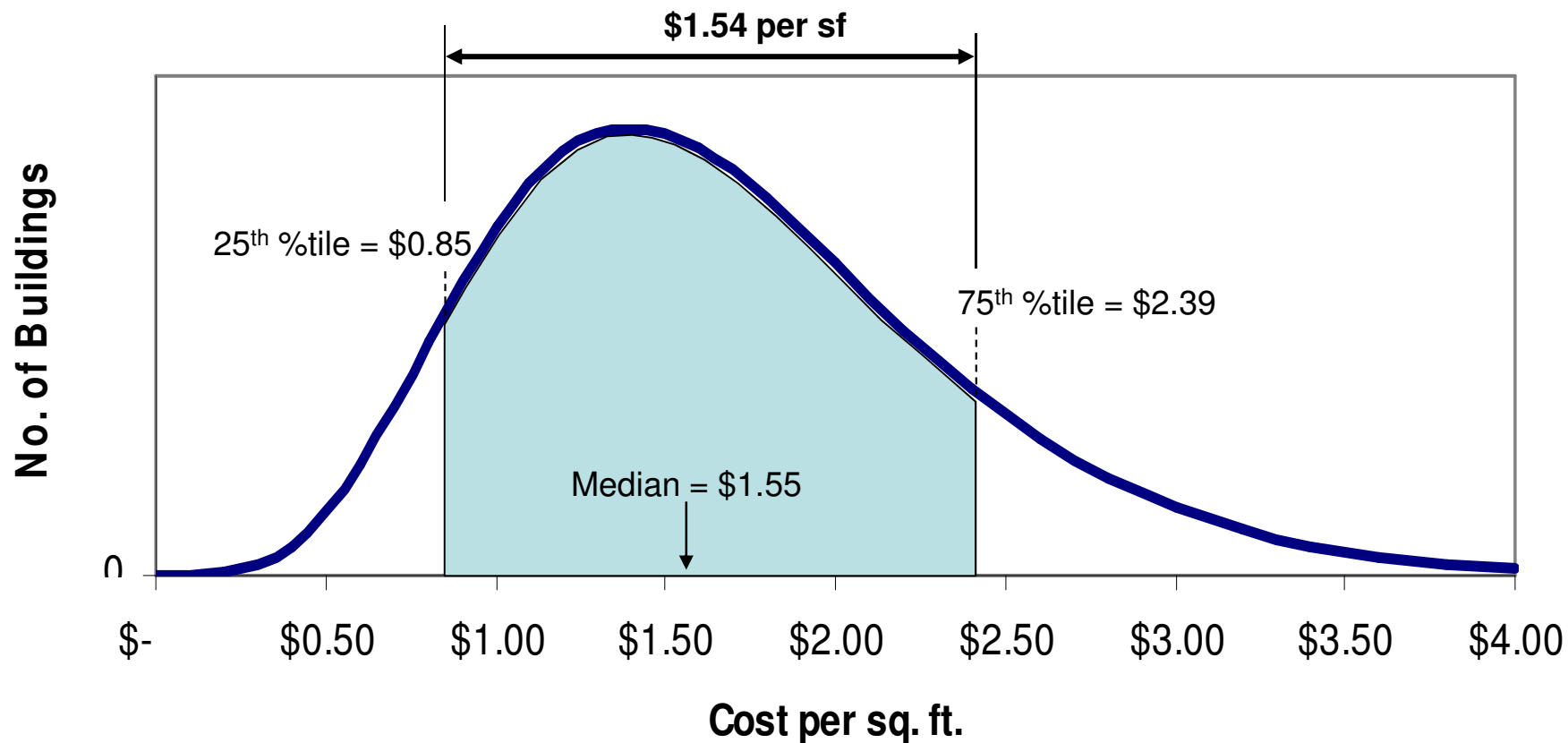
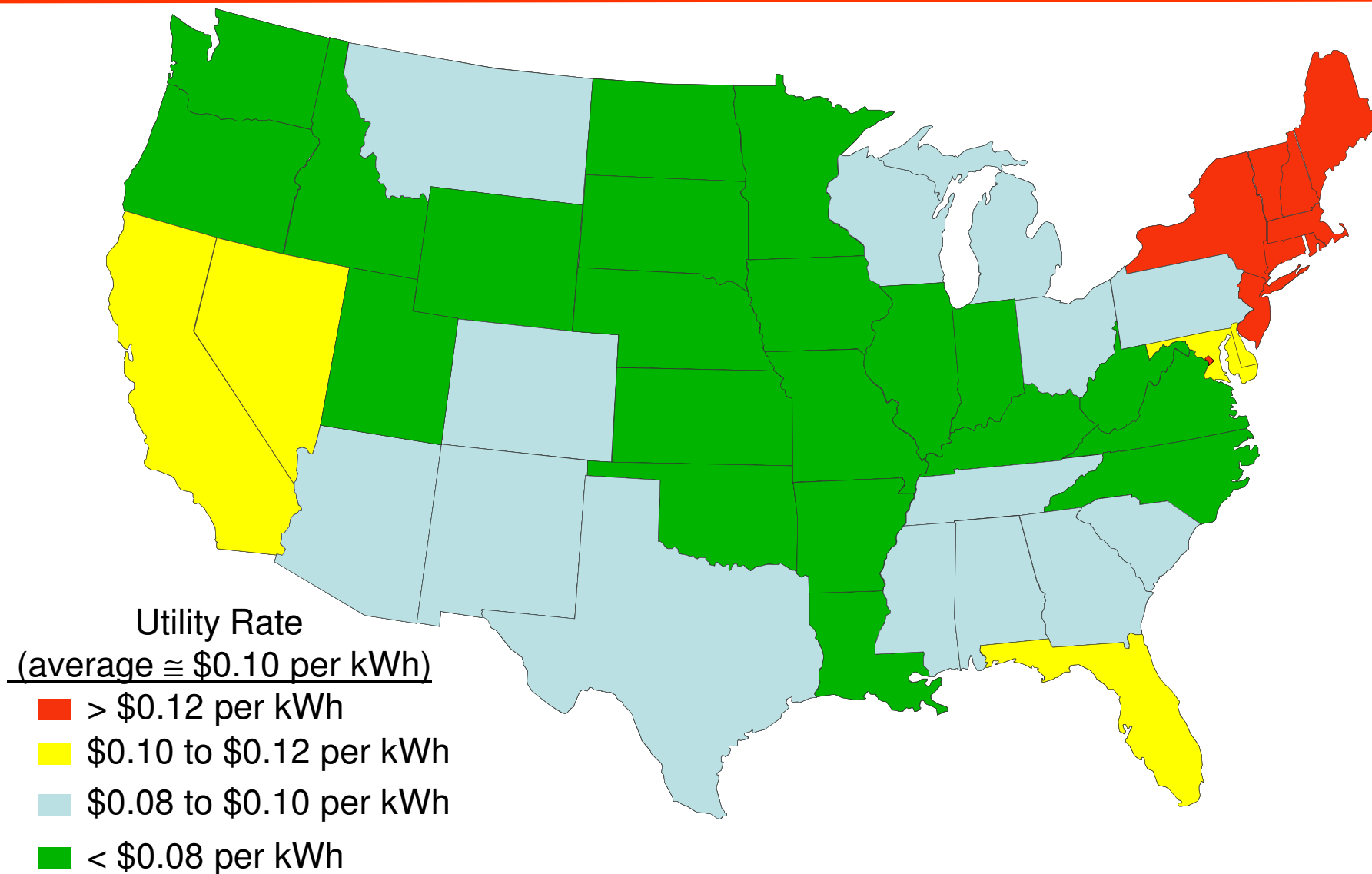**Where do you stand?**

Source: Commercial Building Energy Consumption Survey (CBECS) Energy Information
Administration, August 2009

Electric Rates Across the Country

Utility Rate
(average ≅ $0.10 per kWh)

- > $0.12 per kWh
- $0.10 to $0.12 per kWh
- $0.08 to $0.10 per kWh
- < $0.08 per kWh

Commercial Building Energy Use Variation

Florida   **<= State**

Building End Use	Cost per sf		
	25th %tile	Median	75th %tile
Grocery / Supermarket	$ 2.74	$ 4.07	$ 6.59
Hospital	$ 2.50	$ 3.05	$ 4.29
Hotel	$ 0.73	$ 1.31	$ 2.18
House of Worship	$ 0.29	$ 0.59	$ 1.04
Medical Office	$ 0.62	$ 1.23	$ 1.87
Office	$ 0.68	$ 1.26	$ 1.96
Restaurant	$ 2.27	$ 4.49	$ 8.65
Retail	$ 0.51	$ 1.03	$ 2.13
School	$ 0.54	$ 1.03	$ 1.70
Warehouse	$ 0.21	$ 0.48	$ 0.88