

# Energy Service Agreements

Maintenance plans that lower your energy costs



We believe that building services should continuously improve, not just maintain building performance. That's why we offer Energy Service Agreements – going beyond standard preventive maintenance to not only make your building more comfortable and productive, but also less costly to operate.

We've developed a unique approach to service – one that is focused on lowering your costs by identifying how your building consumes energy and things you can do to immediately begin eliminating wasted energy. We offer a variety of Energy Service packages that combine latest technologies with old-fashioned attention to detail that will identify specific problem areas where significant savings opportunities exist.

You'll see how any additional cost of our Energy Service Agreement over a standard maintenance agreement will be more than offset by utility bill savings, generating positive cash flow from Day 1.

## Benefits of an Energy Service Agreement

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### **Lower energy costs**

Following the lead from the BOMA Energy Efficiency Program (BEEP®) to identify low-cost and no-cost savings tactics, we address many of the most common energy-wasting culprits.

### **Maintenance that pays for itself**

We can identify immediate operating cost savings that in many cases will more than pay for the entire cost of the service agreement – freeing up valuable cash for other parts of your business.

### **No surprises**

With an Energy Service Agreement you get a structured approach for reducing energy costs and a superb maintenance program. This means no surprises –when you see your utility bills or from unexpected equipment breakdowns.

Energy costs typically account for **30% of the total cost** of operating a building.

Nearly **90%** of buildings are over-ventilated, wasting billions of dollars each year in unnecessary heating and cooling costs.

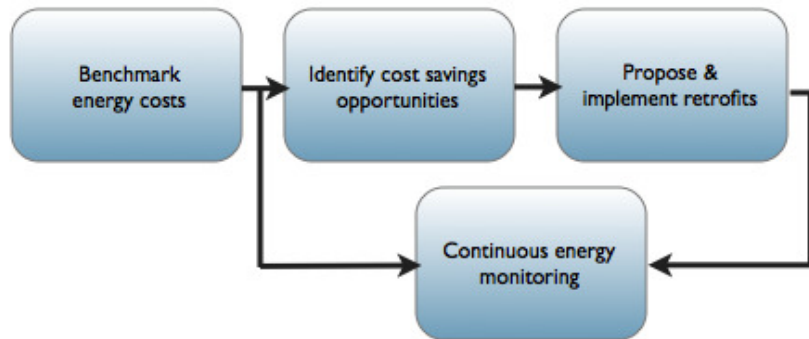
A **15%** reduction in energy consumption can lower operating costs by \$12,000 per year for every 50,000 square feet of space.

## Our Unique Approach to Saving Energy

We'll work with you to create an Energy Savings Action Plan to fit your unique needs, including:

- How you use your building
- Your operating budget
- Your capital budget
- Time horizon

Here's how we do it:



### Step 1: Benchmark energy costs

We'll complete an Energy Benchmark™ using EPA's ENERGY STAR® guidelines. By reviewing your energy consumption we see how efficient your building is today and estimate the energy savings that can be expected.

### Step 2: Identify cost savings opportunities

We'll use the latest in energy analysis technology to gain insights into how your building is performing and identify specific actions you can take to start saving energy now.

### Step 3: Propose and implement retrofits

We'll facilitate the implementation of energy-saving recommendations, starting with low and no-cost items first. If larger capital items can be justified, we'll work with you to plan and execute those projects within your available budget.

### Step 4: Continuous energy monitoring and diagnostics

We'll monitor your building's energy use 24 x 7, immediately alerting you if issues arise. It's like having a full time energy manager on staff for only a few dollars per day.

## Contact Us

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ENERGY MANAGEMENT SERVICES