



## EnergySherlock™ It's Time to Power Down.

Consider this:

*The push to go green is not merely a thought anymore. The government is now mandating going green. Property owners who were thus far reluctant to convert to sustainable building practices will soon be forced to adopt them.*

*If you want to gain a competitive advantage in the marketplace, now is the time to differentiate yourself — whether you are a school, restaurant, manufacturer or property manager, being energy-efficient is going to make a difference to your customers and to your bottom-line.*

### **CONSERVE ENERGY PROFITABLY**

EnergySherlock helps commercial property owners save energy, money and the environment. From single buildings to global commercial property portfolios, EnergySherlock identifies the most effective way to lower operating costs and uncover energy inefficiencies that can cost thousands — or even tens of thousands — of dollars each year. We follow a proven, "Detect, Solve, Save" process for improving the operational performance of facilities. At EnergySherlock, we take a comprehensive approach to helping our clients conserve energy profitably.

#### **DETECT**

Energy Usage Analysis  
Energy Contract Analysis  
ASHRAE Energy Audits

#### **SOLVE**

Energy Conservation Solution  
Klarify™ Analytics Software  
Energy Procurement Options  
Indoor/Outdoor Lighting  
Retro-Commissioning

#### **SAVE**

Cost Segregation Studies  
Tax Incentives & Rebates  
Performance Guarantee  
Rapid ROI

Technological breakthroughs mean that energy conservation can save 10, 20 or even 30% on energy use while usually receiving return on investments in 2-3 years. Postponing energy conservation no longer makes sense. *The time to power down is now!*

### **PERFORMANCE GUARANTEE**

As a performance-based company, we will achieve significant energy savings for our clients. With our Energy Conservation Solution, we will generate a pre-determined amount of energy and operational cost savings for a client and our compensation is tied directly to what we achieve. In essence, we are fully aligned with the best interests of our clients because we are paid ONLY if we achieve results.



## ENERYSHERLOCK™ SOLUTIONS

### DETECT

Energy audits are performed to help customers understand current and past energy use, identify opportunities for improvement and reduce costs. By establishing a solid baseline, we can compare the energy performance of facilities against one another, their business peers and competitors, and prioritize which facilities to focus on first for improvements. The technical assessments and audits EnergySherlock performs are used to evaluate the operating performance of facility systems and equipment. The data accumulated is then used to understand energy use patterns and trends.

EnergySherlock offers the following services:

- Energy Usage Analysis (Electric, Gas and Water)
- Energy Contract Analysis
- ASHRAE Energy Audits
  - Energy Star Building Benchmarking
  - Preliminary | Small Business (ASHRAE Level I)
  - Comprehensive | Investment Grade (ASHRAE Level II)

### SOLVE

Once recommendations for energy conservation have been given, clients can choose which measures they would like to have implemented. These measures can range from an interior lighting retrofit to implementing our Energy Conservation Solution. EnergySherlock can either augment or become a client's energy department – either way, we can help. Our energy conservation measures include:

#### ***Energy Conservation Solution***

Our ECM solution provides a holistic approach to improving the energy efficiency of a property while improving profitability and environmental metrics. This solution is comprehensive, contractual and designed to incorporate several energy conservation measures. Clients are exposed to the entire "detect, solve, save" process which includes: utility bill audits, energy conservation plan & implementation, measurement & verification of results and greenhouse gas and carbon footprint reporting.

#### ***Klarify™ Analytics Software***

Our proprietary software solution aggregates all types of data from a customer's facility — Building Automation System, Utility Bills, POS System— and sends alerts when something is out of the norm. The platform provides 24/7 monitoring of all facility data and finds solutions to

***Our proven, results-oriented process includes the following:***

- ***Diagnosis of Property***
  - Utility Audit
  - Energy Audit
  - Lighting Audit
  - Procurement Audit
- ***Generate an Energy Conservation Plan (ECP)***
- ***Review of Financial Options***
- ***Implementation of Energy Conservation Plan***
- ***Measurement & Verification***
- ***Investigate & Assist with Rebates & Incentives***



improve profitability, satisfy compliance objectives and save the environment through energy conservation.

### ***Energy Procurement***

Working with the number one Energy Exchange platform allows us to offer our clients the most competitive, open market energy rates. For clients in deregulated states, we evaluate energy contracts in place and can improve those rates significantly, saving clients thousands of dollars a year.

### ***Retro-commissioning***

Considered a very cost effective solution, retro-commissioning — essentially giving your facility a "tune up"— ensures that key systems are operating at peak performance. This way, when other energy saving technologies are applied to those systems, they, too, will run as intended.

### ***Lighting***

EnergySherlock will conduct specific exterior and interior lighting system audits to verify the cost savings and payback periods for adopting "best in class" lighting technologies. We offer a full range of fixtures available upon request such as: high bay, parking, ceiling, underground, flood, garden, recessed, garage, tunnel and more.

### ***Other Energy Saving Technologies***

EnergySherlock continues to research and offer our clients the latest energy saving technologies for building envelope, HVAC and refrigeration. Improved, low-cost solid waste removal and electronic vehicle charging station (EVCS) solutions are others that we can recommend.

## **SAVE**

As both capitalists and environmentalists, we won't recommend anything that does not make good sense to our customers. It's about improving the bottom-line. We understand that funding your energy savings initiatives can be a challenge and there are ways we can help.



### ***Cost Segregation***

Cost segregation can be a lucrative tax strategy for property owners to reduce income tax liability and enhance cash flow and liquidity. Applying cost segregation to any type of income generating property (whether it is owned or leased), will produce cost recovery through tax deferral. If a dollar today is worth more than a dollar tomorrow, then take advantage of the tax benefits we recoup for you today and use them towards energy conservation – it will benefit you well into the future.



### ***Rebate/Incentives***

Most utility companies offer incentives for any business willing to take kilowatts off the grid. The rebates are there for the taking; but the paperwork involved in processing those rebates can be daunting. The EnergySherlock team continues to stay abreast of rebates and tax incentives offered and can help clients defray some of the up-front costs associated with the implementation of energy conservation measures.

### ***Rapid Return on Investment***

EnergySherlock is a team of individuals committed to doing whatever it takes to reduce our clients' energy costs in the shortest possible timeframe. Most of the technologies that we recommend usually generate a break-even point or payback in less than three years.

## ***WHAT MAKES ENERGYSHERLOCK THE BEST CHOICE FOR SUPPORTING YOUR COMPANY'S EFFORT TO CONSERVE ENERGY?***

1. **"Owner's Rep" Perspective** - EnergySherlock becomes your company agent to develop/implement/verify your energy conservation initiatives.
2. **Technology Neutral** - EnergySherlock works with a variety of manufacturers and technologies. We maintain an independent and objective perspective to stay aligned with the best interests of our clients.
3. **Robust, Turnkey Solutions** - EnergySherlock manages all projects and suppliers and allows your company to focus on core competencies.
4. **Support & Augment Existing Company Team** – EnergySherlock's team of experts can enhance the capabilities of your in-house energy conservation team.
5. **Sophisticated Analysis & Economic Modeling** - EnergySherlock always provides the economic and environmental impact of our recommendations to allow a company to make informed decisions.
6. **Access to Proprietary Solutions** - EnergySherlock uses proprietary software and technologies for the benefit of our clients. Our access to a broad array of breakthrough technologies allows our solutions to be customized to your needs.
7. **GUARANTEED PERFORMANCE** - EnergySherlock guarantees that your energy savings will meet set targets... or we return our fees!

## ***PARTIAL CLIENT LIST***

*NORTHROP GRUMMAN  
INOVA HEALTH SYSTEMS  
WENDY'S RESTAURANTS  
SNYDERS OF HANOVER  
AFCO/AVPORTS  
YORK COLLEGE*