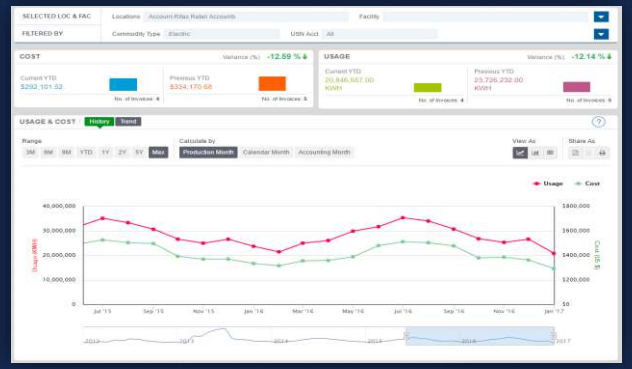
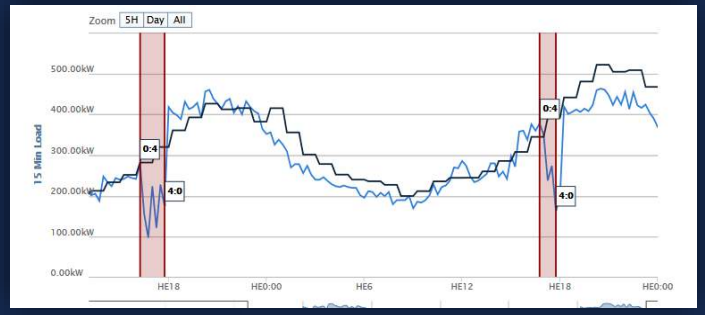
EGS ENERGY SOLUTIONS

MEASURE. MANAGE. RESPOND.

Turnkey Energy Management Offerings
for Customers, Portfolios, and Professionals





DASHBOARD	PAYABLES	ANALYSIS	INTERVAL	REPORTS	ADMINISTRATION
USAGE & COST	SUMMARY	USAGE & COST	DATA	USAGE REPORTS	TREE ADMINISTRATION
FACILITIES	HISTORY	BENCHMARKING	CALENDAR	COST REPORTS	
SUSTAINABILITY	STATUS REPORT	BUSINESS METRICS	LOAD DURATION	DEMAND REPORTS	
REAL TIME READINGS	SUBMIT REPORT	WEATHER IMPACT		IDR REPORTS	
	AP APPROVAL	COMMODITY vs. TRANSPORT		REAL TIME READINGS	

About EGS Energy Solutions

EGS provides energy management technologies and services for C&I clients and portfolios.

Energy Intelligence Platform

Gives users easy access to multi-sourced utility data.

- Turnkey data collection services
- Tiered levels of data management, invoice validations, & auditing services
- Accounting & operations-based reporting tools
- Benchmarking, sustainability, emissions, and interval data reporting

Demand Response Technology

Enables the easiest path to customized demand-side management strategies.

- Gateway Device
- Web-Based Platform
- Performance Reporting + Custom M&V
- Customized Dispatch & Notification Logic

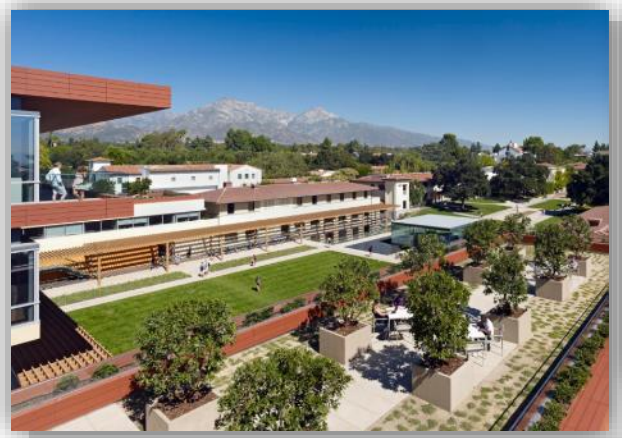
Our Customers

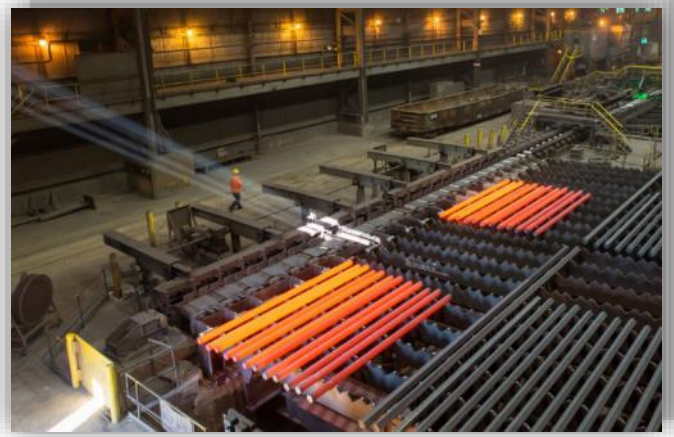
EGS serves a broad range of industries to assist with commercial and industrial energy management.

Who We Serve

EGS's suite of offerings is ideal for multi-site energy management; supporting businesses and institutions across multiple verticals

- Education
- Government
- Commercial Real Estate
- Retail & Entertainment
- Grocery & Supermarket
- Agriculture
- Industrial Processes & Manufacturing





New Energy Management Paradigm

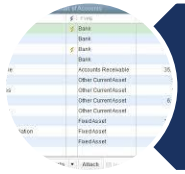
Options are expanded. The importance of roles and reporting are elevated.

Old Paradigm

Reliability is primarily a utility role

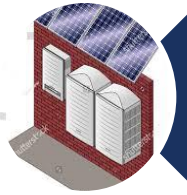
Unbundled procurement is limited and occasional (non-operational).

Sustainability is a recycling bin and a poster.



Reporting is a utility budget.

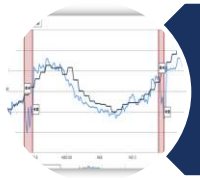
New Paradigm



Reliability is multilayered; including grid services, load management, behind the meter storage, and solar.

Facilities will have competitive alternatives; requiring active investment and management.

Sustainability is a strategic initiative, requiring integration and detailed reporting.



Data is multi-sourced, real-time, and can now easily drive operational decision-making

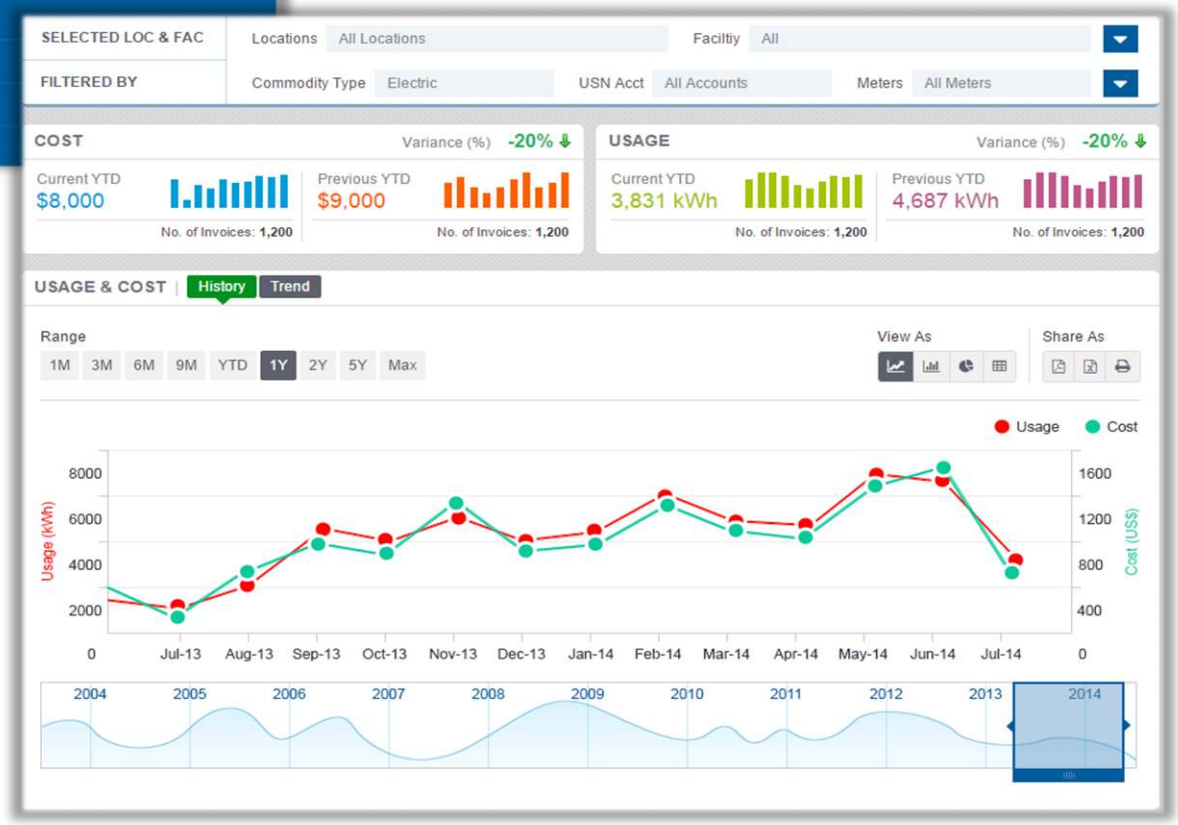
For Value-Added Services: **Data** is the Easiest Entry Point

Easy access to better data and analytics broadens offerings, and strengthens client experience.

- Energy professionals are in a unique position to enable and benefit from value added services
- EGS's Value Proposition:
  - Let EGS be your back-office value added service provider; tools to more effectively attract, onboard, and retain end-users
  - Turnkey analytics for agents and end-users; all offered through privately labeled platform and services
  - Leverage data to advise next steps – and make sure you're involved

Energy Intelligence Platform

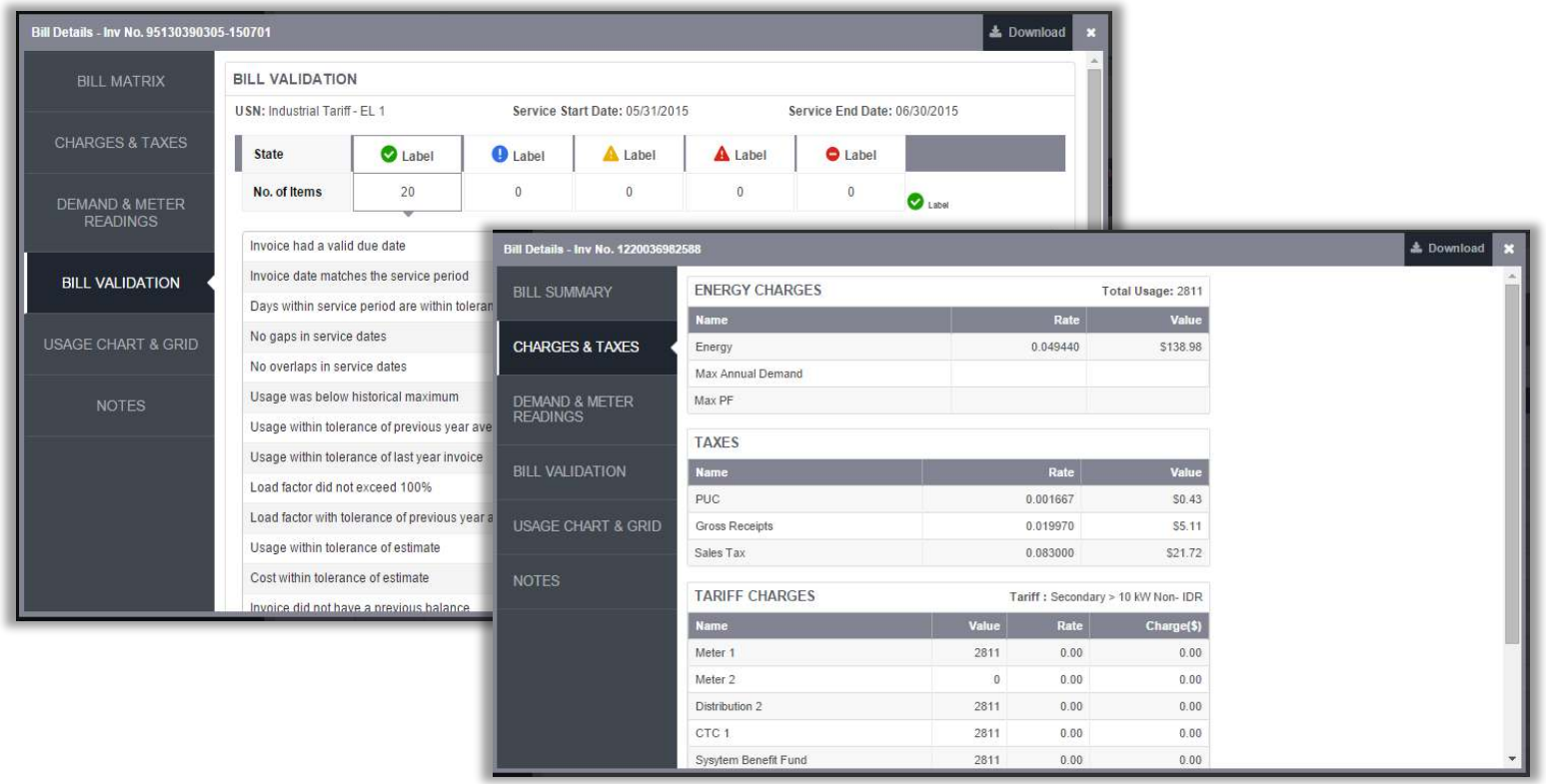
SaaS platform that streamlines data collection, validation, and reporting.



- Turnkey utility data collection, validation, & presentment
- Practical, customizable reporting based on region, cost-center, management, etc.
- Enables strategic benchmarking by usage, cost, square-footage, or business metrics
- Advanced accounting services, plus IDR and GHG reporting tools

Invoice Validation & Tariff Recreation

Tiered levels of service depending on the needs of the user.



- Metric Validation
  - 20+ “checklist” that each invoice is run through
  - Driven by historical trends and deviations
- Tariff Recreation
  - EGS owns and operates in-house tariff engine for each applicable customer rate schedule
  - Includes dispute resolution; 100% of non-tax savings go to customer

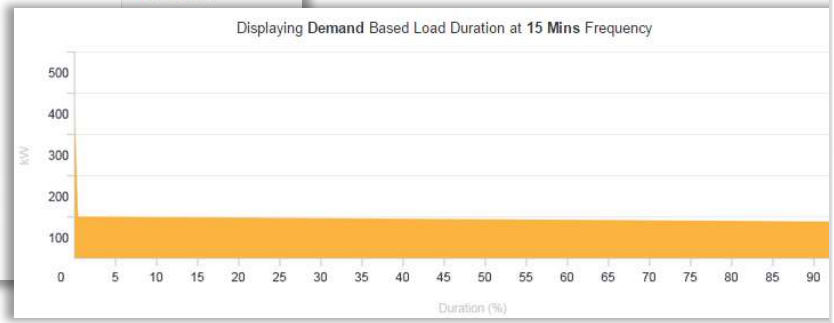
Benchmarking & Sustainability Reporting

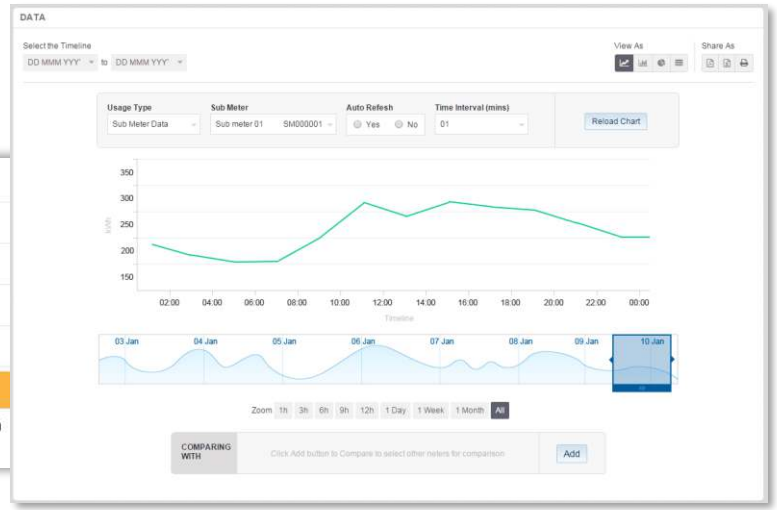
EGS's operational reporting can be used to drive efficiency and sustainability goals.

- Benchmark facilities based on portfolio characteristics, square footage, business metrics, or historical cost/usage before project
- Individual meters/accounts, or aggregated sites

Interval Data Reporting

EGS provides solutions for both the collection and reporting of interval data & sub-metered data.

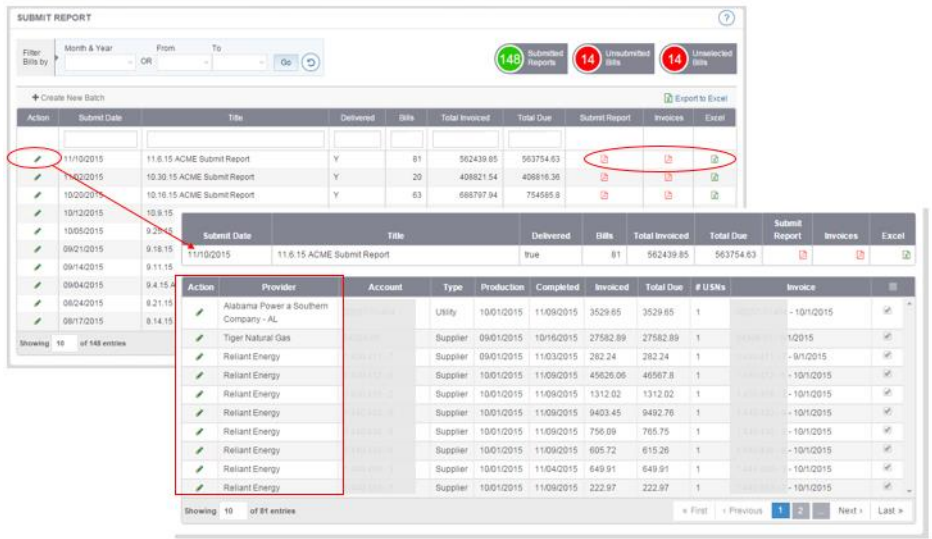




- Broader adoption of dynamic rates and smart meters place importance on timely, accurate data
- EGS collects and effectively reports both detailed and aggregated IDR data for practical analysis
- Deploys cost-effective sub metering for customized projects

Bill Processing, and Bill Payment Options

EGS creates AP file that can either be shared directly with customer, or bill payment partner



CSIPAYSYSTEMS

ERP or P2P SYSTEM
Single file upload or API integration

RECONCILIATION FILE
Back to ERP

VIRTUAL CARD

CHECK

ACH

NETWORK

FX

Summary of EIS Offering

- Invoice collection, validation, presentment, and processing
- Centralized reporting around cost, usage, benchmarking, weather normalization, and sustainability
- All reports are fully exportable

Basic Services

- Ongoing utility bill auditing/management for all service accounts
- Open/close, account transferring from third-parties
- Reporting platform

Premium Services

- Tariff recreation and dispute resolution services
- ENERGY STAR management services
- Mandatory energy disclosure obligations
- Demand Response solutions
- Bill processing and/or Payment
- Quarterly reviews
- Interval data reporting
- Other energy data services

Automated Demand Response (ADR)

EGS's ADR solution builds a framework to align load flexibility and market-based opportunities.

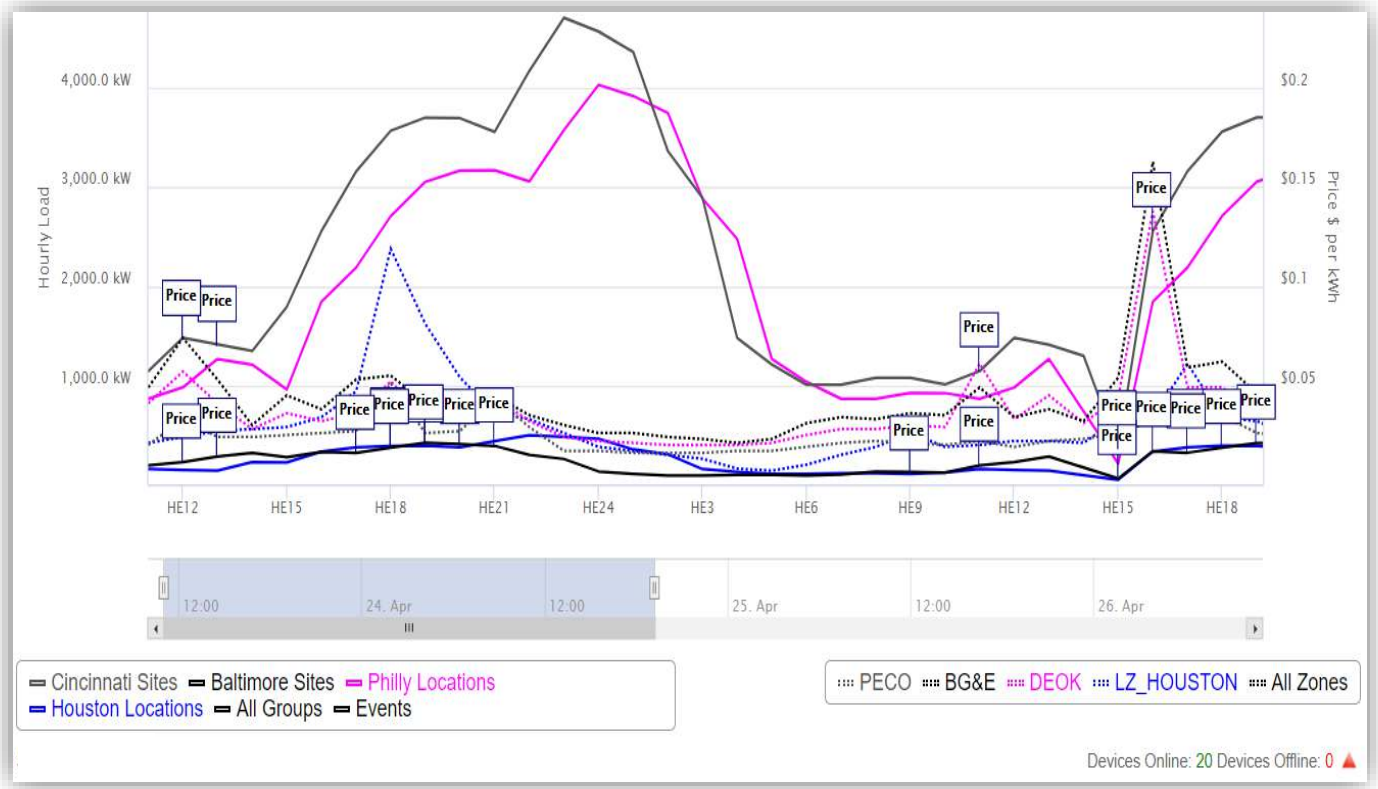
"Active Load Management"

Traditional demand response (DR) program structures treat load resources similar to baseload power generation

- Long event durations (4+ hours)
- Harsh penalties for non-performance

With changes in rate structures and overall market trends, there becomes an expanded role for demand flexibility

- Dynamic pricing rates
- Exponential increases in demand-related charges
- Penetration of intermittent resources puts a premium on grid reliability through ancillary services
- Short-term wholesale pricing events

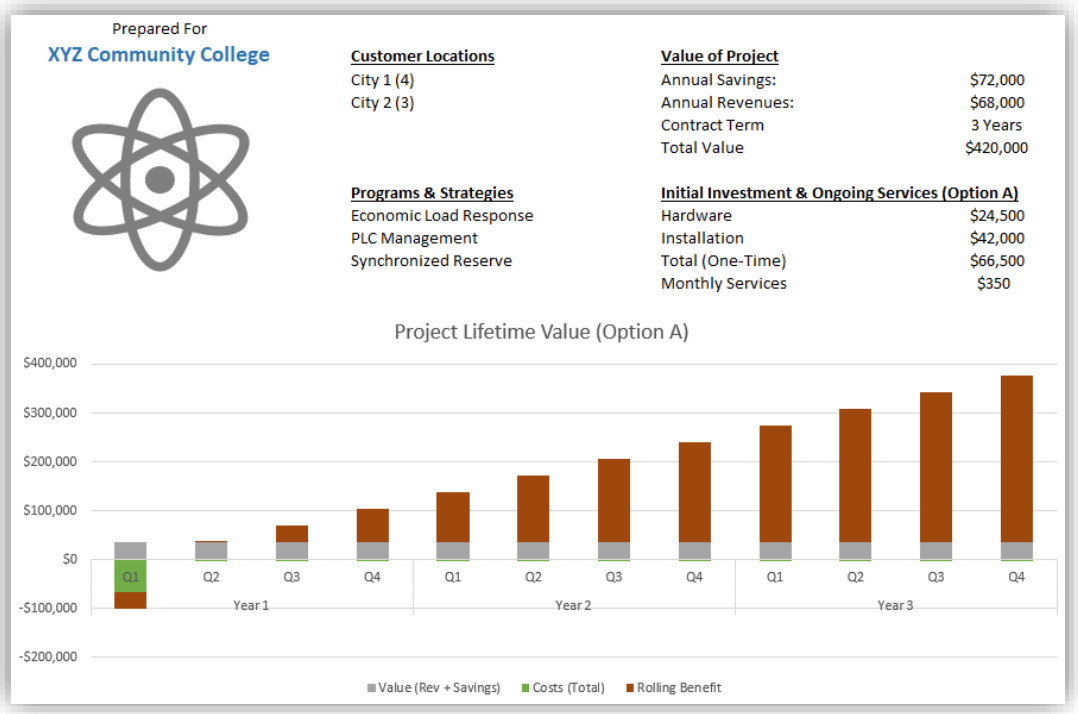


EGS connects the dots between local market conditions and behind-the-meter flexibility

Demand Response Implementation

EGS generates a proposal and supports turn-key implementation and ongoing performance.

1. **Information Gathering**: Invoices, LOA's, & Site Discussions
2. **Proposal Generation**: what strategies, what program(s), how much money
3. **Installation**: Necessary hardware & 3rd-party programming to support participation and reporting requirements.
4. **Participation**: Testing, enrollments, ongoing performance, and applicable adjustments



Thank you for your time!