YOUR INDEPENDENT ENERGY EXPERTS

ecom-energy

www.ECOM-ENERGY.com

> ***These guys truly have the customer in their best interest; with their expertise we are achieving millions in annual revenue savings.***
>
> **- David Baker**
> **Corporate Energy Director**
> **Prime Healthcare**

Founded by the ECRI Institute, the leader in independent and objective healthcare technology assessment, we still hold true to the same values of independent, unbiased expert advice on energy management.

ABOUT ECOM-ENERGY

AN INDEPENDENT, OBJECTIVE, UNBIASED BEGINNING

Ecom-Energy is a completely independent and objective energy consulting firm, specializing in energy management, advisory, and procurement solutions for healthcare customers. As an energy ally to the nation's most influential healthcare organizations, we offer unbiased expertise, analysis, insight, management tools, and advice to large energy users – serving as a complete solutions provider for all types of energy challenges.

Our story starts in Pennsylvania, where the non-profit **ECRI Institute** (think of "*Consumer Reports*" for healthcare technology) **realized the need for unbiased, independent advice on energy management** in the **healthcare industry**. Together, with internationally-recognized energy experts, they founded Ecom-Energy.

Ecom-Energy was able to provide customers with the same unbiased, objective advice on energy management with similar annual membership fees and ad hoc services.

Fast forward to today and while our services have evolved and expanded, our beginnings as an independent resource remain. Our four key services help customers minimize future energy costs, manage energy budget risks, and plan more effectively for the future. **As an energy ally, we sit on the customer's side**. Our customers benefit by getting expert advice unblemished by a hidden agenda.

Today, it is common for vendors and consultants to partner with certain suppliers or technologies, and this is OK. But Ecom-Energy is different. We are not connected with an energy supplier or marketer, nor do we sell equipment of any kind. That means the nature of our advice is truly unbiased and our perspective is entirely independent.

Ecom-Energy's team members have decades of experience providing unbiased advice on **competitive energy procurement**, **utility benchmarking**, **consumption**, **supply**, **RFPs & bid management**, **audits**, **technology**, **renewable energy & onsite generation**, and **strategy & planning** – so your organization can make wiser, more cost-effective energy decisions.

Simply put, our only mission is to be a trusted resource by providing expert energy advice through exceptional customer service.

1 ENERVISOR SOFTWARE

FULL SERVICE UTILITY BENCHMARKING & REPORTING

Ecom-Energy's EnerVisor Software is designed to make energy information actionable, and your job easier.

There are hundreds of reporting possibilities in EnerVisor Software, including charts, graphs, and custom spreadsheets. By tracking data at the line item level, EnerVisor Software provides the insight you need to take control of your gas, power, and water profiles.

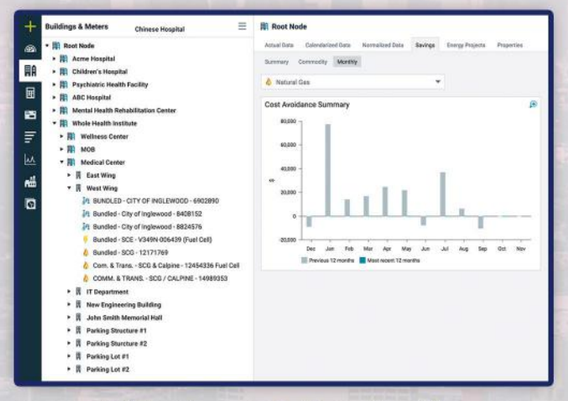
Best of all, EnerVisor Software is a turnkey solution. After initial data collection, EnerVisor Software requires no additional effort from facility members. Data input and management is handled in-house by Ecom-Energy's expert staff.

- **Turnkey Invoice & Data Management**
- Line Item Billing Detail
- Utility Account & Meter Tracking
- **Greenhouse Gas (GHG) Tracking**
- **ENERGY STAR® Scoring**
- ASHE's Energy to Care Integration
- **Local & State Compliance Mandates**
- **Online Dashboard**
- Data Normalization
- Daily Cost & Usage Tracking
- **Total Cost & Usage Summaries**
- **Unit Cost Summaries**
- Customizable Benchmark Groups
- **Extensive Reporting**
- **Utility Bill Auditing**
- Proactive Energy Analysis
- Cost Avoidance
- **Ecom-Energy's Expert Support**

Online Dashboards

Online Dashboards

Daily Cost & Usage Tracking



Utility Account & Meter Tracking

Greenhouse Gas (GHG) Tracking

EnerVisor
Utility Management System

ENERGY STAR PARTNER

2

ENERGY PROCUREMENT

HAVE SUPPLIERS COMPETE FOR YOUR BUSINESS

THE CHALLENGE

Procuring energy in an unpredictable market has become a challenge (and savings opportunity) for healthcare organizations that are under continuous pressure to reduce costs and risks while providing a safe and productive environment. Additionally, navigating changing legislation while accurately comparing apples-to-apples prices on risk-appropriate products can prove overbearing, time-consuming, and, if not done properly, costly.

THE SOLUTION

Ecom-Energy is the independent expert on energy procurement in the healthcare industry. We have assisted customers in the procurement of electricity and natural gas in every major region of the United States. We know the ins and outs of the deregulated markets and help our customers assess their internal risk to provide a product that best suits their needs and meets carbon reduction and sustainability goals. Suppliers like us because they know they will get a fair shot and customers love us because they know their energy portfolio is always proactively managed with savings in mind.

Ecom-Energy's independent procurement solution includes but is not limited to:

- **Assessment of Customer Needs & Market Conditions**
- **Risk Assessment Based on Customer Needs**
- **Carbon Reduction/Sustainability Goal Setting & Strategy**
- **Deal Structure Analysis**
- **Strategy Development & Implementation**
- **RFP Development & Bid Selection**
- **Bid Analysis & Price Negotiation**
- **Contract Review**
- **Market Monitoring to Assess Performance & Future Buying Opportunities**

Ecom-Energy's expert staff includes multiple Certified Energy Procurement Professionals (CEP™) as certified by the Association of Energy Engineers (AEE).

CASE STUDY

ENERGY PROCUREMENT

Through a **detailed risk assessment** and **competitive procurement process**, Ecom-Energy enabled Sharp HealthCare to realize millions of dollars in electricity savings against the utility in 2017.

ACCOUNT SAVINGS SUMMARY

MARCH 2017 - FEBRUARY 2018

$3M **ANNUAL SAVINGS** AGAINST UTILITY **41%**

3 RENEWABLE ENERGY

GET AN UNBIASED EVALUATION OF ONSITE GENERATION

THE CHALLENGE

As costs of electricity, aging infrastructure, and lack of grid reliability continue to increase, organizations need to consider long term solutions to meet sustainability and reliability goals. This is primarily done through the installation of renewable energy and onsite generation technologies. Most executives and facility managers are not experts in renewable technologies and may not be able to provide optimum design, operational, and economic insight.

THE SOLUTION

Ecom-Energy has resident experts that analyze the technical and cost characteristics of renewable energy and onsite generation technologies. As an independent energy consulting firm, we have no ties to any specific technology or vendor – only to the customer. We will verify if a project makes sense and, just as importantly, if it doesn't.

Ecom-Energy's Renewable Energy & Onsite Generation services include:

- **Understanding Market Trends & Vendors**
- **Preliminary Assessments**
  - These assessments provide a high-level financial look at a particular technology at your facility.
- **Detailed Feasibility Studies**
  - Developed as an investment-grade report, Ecom-Energy's detailed feasibility studies can serve as the bid specification document to be used during RFPs and show the true impact of a given technology.
- **RFP Development & Management**
- **Independent Bid Evaluations**
  - As an unbiased energy consultant, Ecom-Energy ensures an apples-to-apples look at all bids and verifies that inputs and assumptions match actual facility inputs and industry-standard definitions.
- **Assistance with Rebates, Incentives, & Financing**
  - Ecom-Energy will help your team understand the economic impact of various financial approaches to the project.
- **Contract Negotiation with Industry-Standard Terms**
  - Your legal team serves a critical function in your organization, but do they know industry-standard energy terms and conditions? Ecom-Energy works on your behalf to negotiate and ensure favorable terms and conditions for your facility.
- **Owner's Representative Services**
  - After a contract has been awarded, Ecom-Energy's owner's reps sit on your side of the table to oversee project and contract obligations during design, construction, installation, and commissioning.

REP

Ecom-Energy's expert staff includes multiple Renewable Energy Professionals (REP™) as certified by the Association of Energy Engineers (AEE).

CASE STUDIES

FUEL CELL PORTFOLIO

As part of their Sustainable Resource Initiative, Prime Healthcare installed a combined **1.45 MW of all-electric fuel cells**, through a PPA.

AVOIDS ANNUAL GHG EMISSIONS FROM 200 PASSENGER VEHICLES

AVOIDS CO2 EMISSIONS FROM 1,023,258 POUNDS OF COAL BURNED

SAVINGS

$18.3 MILLION

18% CARBON FOOTPRINT REDUCTION

OVER 20 YEARS

SOLAR PV INSTALLATION

As part of their Sustainable Resource Initiative, Prime Healthcare installed a **742 kW solar PV array with a 3.16 year simple payback**.

AVOIDS ANNUAL GHG EMISSIONS FROM 183 PASSENGER VEHICLES

AVOIDS CO2 EMISSIONS FROM 931,694 POUNDS OF COAL BURNED

SAVINGS

$7.2 MILLION

1,324 MWH OF ELECTRICITY

OVER 20 YEARS

4

TECHNICAL SERVICES

YOU RUN THE FACILITY, LET US MANAGE YOUR ENERGY

THE CHALLENGE

Keeping abreast of changes in the energy industry and understanding how these changes will impact facility operations is a daunting task for healthcare organizations. Accurate, objective, timely information is needed to make informed decisions that will help control energy-related costs.

THE SOLUTION

Ecom-Energy's technical consulting services quantify supply-side and demand-side energy cost-saving opportunities. Taking customers' specific operational requirements into account, Ecom-Energy develops and manages the implementation of energy cost-reduction strategies to achieve financial and usage reduction goals.

We offer a full suite of services to independently evaluate facility operations, budgets, project economics, and equipment, as well as perform and manage RFPs for energy efficiency implementation.

Ecom-Energy's technical services include:

- **Quotation Analysis & RFPs**
  - We analyze bids you receive and take projects out to bid on your behalf.
- **Utility Budget Preparation & Review**
  - Need a detailed utility budget prepared for next fiscal year? Are utility rates increasing to affect your costs? If so, how much?
  - Planning your fiscal year increases for the next five year? Need to know escalation factors?
- **Facility Audits & Analyses**
  - Ecom-Energy can perform facility audits with in-house engineers or evaluate third-party audits.
- **Load Management**
- **Changing Regulations & Local Mandates**
- **Market Intelligence & Updates**

Ecom-Energy's expert staff includes a Certified Business Energy Professional (BEP™) as certified by the Association of Energy Engineers (AEE).

CORPORATE ENERGY STRATEGIES

ACHIEVING ENERGY HARMONY THROUGH 4 CORE SERVICES

THE CHALLENGE

As healthcare systems continue to merge and expand, the ability to systematically assess energy, sustainability, and environmental stewardship across facilities grows more difficult. With an ever-changing energy landscape impacted by regulatory, legislative, geopolitical, and technological factors, staying proactive becomes daunting. Ensuring that facilities are sharing best practices is challenging enough; but add to the mix the need to eliminate disjointed efforts by aggregating where applicable, and the requirement for a formal Corporate Energy Strategy (CES) becomes obvious.

THE SOLUTION

Ecom-Energy's Corporate Energy Strategies (CES) assist small and large healthcare systems to achieve energy harmony. By bringing facilities together, healthcare organizations can systematically understand and control their energy use and cost.

Each Corporate Energy Strategy is unique and custom tailored to the needs and goals of your system. Often comprised of dozens of sub-tasks, Ecom-Energy's Corporate Energy Strategies are powered by our four core services:

1. **EnerVisor Software** - *Full Service Utility Benchmarking & Management*
2. **Energy Procurement -** *Have Suppliers Compete for Your Business*
3. **Renewable Energy & Onsite Generation -** *Get an Unbiased Evaluation of Onsite Generation*
4. **Technical Services -** *You Run the Facility, Let Us Manage Your Energy*

Ecom-Energy's expert staff includes a Certified Sustainable Development Professional (CSDP™) as certified by the Association of Energy Engineers (AEE).

LET'S
TALK...
INFO@ECOM-ENERGY.COM
714.693.8515
ecom-energy