

OBJECTIVE
CONSULTING
PERSONAL
SERVICE
ENERGY
EXCELLENCE



ecom-energy

ABOUT ECOM-ENERGY

Objective Consulting, Personal Service, Energy Excellence



Ecom-Energy is an objective energy consulting firm, specializing in energy management, sustainability, energy strategy, and procurement solutions for healthcare customers.

Our story starts in Pennsylvania, where the non-profit ECRI Institute joined with internationally-recognized energy experts to found Ecom-Energy.

Together, they developed Ecom-Energy's key services to minimize energy costs, manage energy budget risks, and plan more effectively for the future through:

- ✓ **Corporate Energy Strategies**
- 🌱 **Sustainability & Carbon Management**
- 💻 **Utility Benchmarking & Compliance**
- 💡 **Energy Procurement**
- ⚙️ **Energy Efficiency & Technical Services**
- ☀️ **Renewable Energy & Onsite Generation**
- 🚗 **EV Charging**
- 💰 **Financial Energy Consulting**

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 helping organizations make wiser, sustainable, and more cost-effective energy decisions. Do you have time and expertise to:

- Set and measure sustainability goals?
- Monitor and understand the market?
- Benchmark your facility?
- Negotiate contracts?
- Compare onsite generation options?
- Perform apples-to-apples evaluations?
- Keep up w/ the changing energy industry?



+22

Years as an Energy Ally

Objective Consulting



95%

Customer Retention Rate

Personal Service



12%

Average Customer Savings

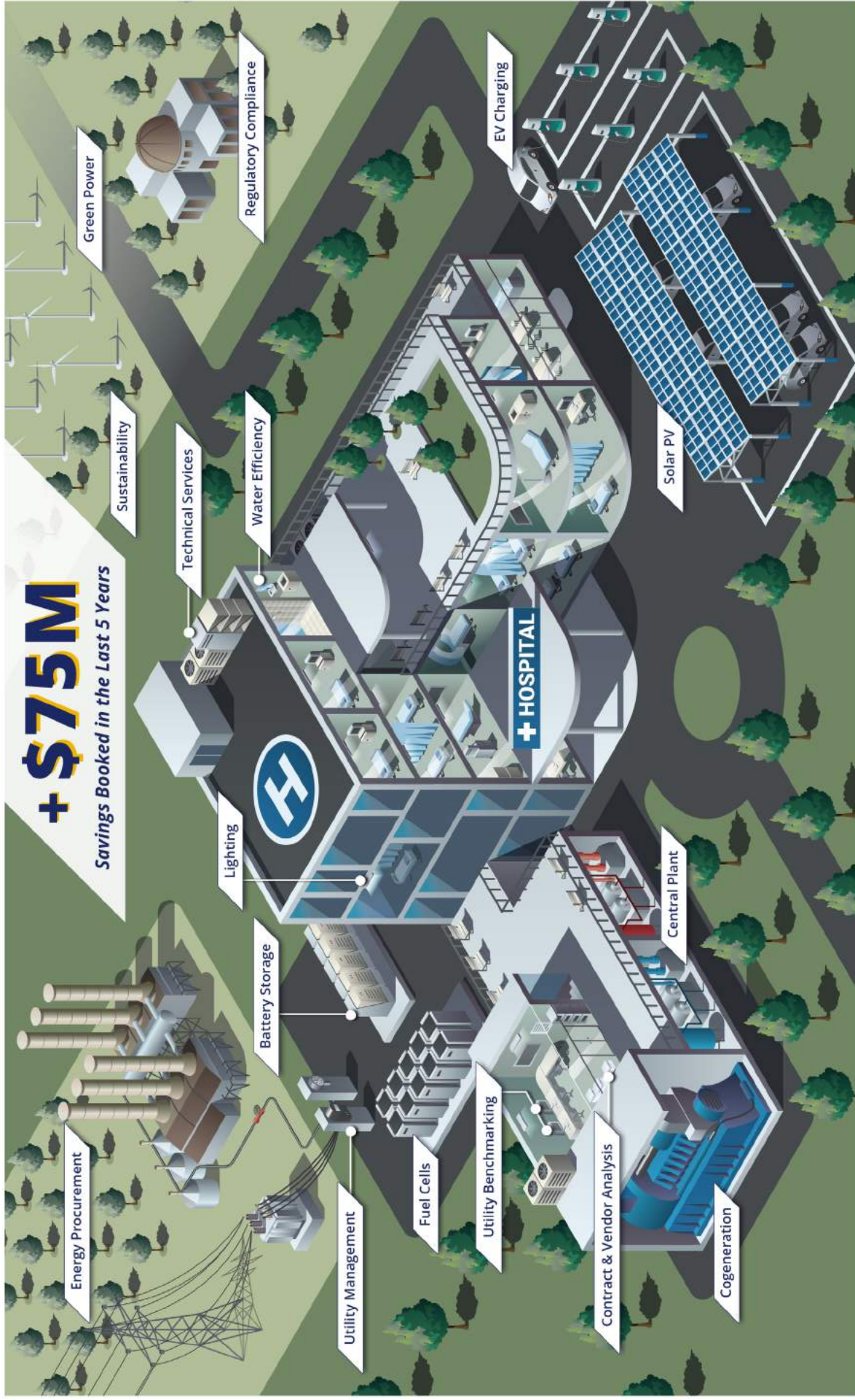
Energy Excellence

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info@ecom-energy.com

SERVICES AT A GLANCE

Our mission is to be a trusted resource by providing expert advice through an exceptional customer experience.



CORPORATE ENERGY STRATEGIES

Achieve Energy Harmony

THE CHALLENGE

Healthcare systems' ability to systematically assess energy, sustainability, savings, and environmental stewardship grows more difficult and cumbersome. Ensuring that facilities are sharing best practices is challenging enough; but eliminating disjointed efforts and implementing systematic strategies and programs is overwhelming.

THE SOLUTION

Ecom-Energy's Corporate Energy Strategy (CES) program allows healthcare customers to achieve energy harmony. By utilizing Ecom-Energy's complete suite of services and strategies, healthcare organizations can systematically understand and control their energy use and cost.



Best of all, we walk alongside every customer and drive processes to reduce workload and burden on customers. Each Corporate Energy Strategy is unique and custom-tailored to the needs and goals of your system.

Ecom-Energy's Corporate Energy Strategies are powered by our core services:

-  **Sustainability & Carbon Management**
-  **Utility Benchmarking & Compliance**
-  **Energy Procurement**
-  **Energy Efficiency & Technical Services**
-  **Renewable Energy & Onsite Generation**
-  **EV Charging**
-  **Financial Energy Consulting**

SUSTAINABILITY & CARBON MANAGEMENT

A Cleaner Plan

THE CHALLENGE

The corporate social responsibility (CSR) landscape has strongly shifted to include sustainability and carbon reduction goals in the last decade. However, the path forward is often arduous and complex. A commitment to action is a great step but the hard work starts after the commitment - formulating a strategy and implementation plan. The question is, how and where do you start?

THE SOLUTION

Ecom-Energy has helped organizations for decades with these same questions. **We tailor short- and long-term sustainability plans that are specific to the goals of your organization.** We utilize all sustainability tools and implement those that best align with your facilities' targets, risk tolerance, and economic thresholds.

Ecom-Energy's Sustainability & Carbon Management services include:

- Strategy Development & Implementation
- Emission Tracking & Reporting
- Renewable Energy & Onsite Generation
- Renewable Energy Credits (RECs) & Carbon Offsets
- Low Carbon Fuel Standards (LCFS)
- Community Choice Aggregation (CCA)
- Power Purchase Agreements (PPA & VPPA)
- Monitoring, Reporting & Communicating Progress
- Voluntary Carbon Offset Procurement

CSDP

Ecom-Energy experts hold CSDP™ certifications from the Association of Energy Engineers (AEE).

UTILITY BENCHMARKING & COMPLIANCE

Better Benchmarking, Better Insights

EnerVisor

Utility Management System

Ecom-Energy's EnerVisor Software is designed to make energy information actionable, and your job easier. Best of all, EnerVisor Software is a turnkey solution. After initial data collection, EnerVisor Software requires no additional effort from facility members.

In addition to benchmarks, compliance mandates, scores, and energy metrics, there are hundreds of reporting possibilities in EnerVisor Software. 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.

- Compliance Mandates
- Turnkey Invoice & Data Management
- ENERGY STAR® Scoring
- ASHE's Energy to Care
- Greenhouse Gas (GHG) Tracking
- Data Normalization
- Total Cost & Usage Summaries
- Bill Auditing
- Customizable Benchmark Groups
- Energy Metrics
- Online Dashboards



Scan the QR Code to Watch a Software Demo



ENERGY PROCUREMENT

Objective Consulting That Saves

THE CHALLENGE

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

THE SOLUTION

Ecom-Energy is the objective expert on energy procurement in the healthcare industry. We have consulted in every major region of the country by assessing customer risk, saving money, and meeting carbon reduction and sustainability goals. Suppliers like us because they get a fair shot and customers love us because they know their energy portfolio is personally and proactively managed with savings in mind.

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

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



Ecom-Energy experts hold CEP™ certifications from the Association of Energy Engineers (AEE).

ENERGY EFFICIENCY & TECHNICAL SERVICES

Making Energy Make Sense

THE CHALLENGE

Staying well-informed of changes in the energy industry and understanding the impact on facility operations is a daunting task for organizations. Missing opportunities, misunderstanding technologies and impacts, and regulatory changes can prove costly.

THE SOLUTION

Ecom-Energy's provides unbiased and tailored consulting on supply and demand side savings opportunities. We offer a full suite of services to objectively evaluate facility operations, budgets, project economics, and equipment, as well as perform and manage RFPs for energy efficiency implementation.

Ecom-Energy's Energy Efficiency & Technical Services include:

- **Quotation Analysis**
We evaluate the validity and accuracy of a vendor's quotes.
- **RFP Development & Management**
We develop and manage the RFP process with an apples-to-apples bid analysis.
- **Facility Audits & Analyses**
We can perform audits with in-house engineers or evaluate third-party audits.
- **Load Management**
- **Changing Regulations & Local Mandates**
- **Technology Evaluations**



LED LIGHTING RFP CASE STUDY
ECOM-ENERGY'S INVOLVEMENT & RFP PROCESS SAVED

11% | \$46K | 3.5 YEAR
PAYBACK



Ecom-Energy experts hold CMVP™ certifications from the Association of Energy Engineers (AEE).

RENEWABLE ENERGY & ONSITE GEN.

Go Green, Save Green

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 cost reduction, reliability, and sustainability goals. However, without in-house expertise regarding onsite generation design, operations, financing, contracts, and economics, mistakes can prove costly.

THE SOLUTION

Ecom-Energy analyzes the technical, financing, operational, and cost characteristics of renewable energy and onsite generation technologies.

Additionally, we bring contracting best practices from our numerous cogeneration (CHP), solar PV, fuel cell, battery storage, and EV charging contracting experience.

As an objective energy consulting firm, we have no ties to a 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:

- **Preliminary Assessments**
- **Detailed Feasibility Studies**
This investment-grade report shows the true impact of a technology and guides the RFP process.
- **RFP Development & Management**
- **Objective Bid Evaluations**
Ecom-Energy ensures an apples-to-apples look at all bids.
- **Financing, Rebates & Incentives**
- **Contract Negotiation**
Do not overlook the impact of a properly negotiated contract!
- **Owner's Representative Services**
Ecom-Energy's owner's reps work for you to oversee project and contract obligations during design, construction, installation, and commissioning.
- **Impacts to Sustainability & Carbon Goals**
- **Offsite Generation**

REP

Ecom-Energy experts hold REP™ certifications from the Association of Energy Engineers (AEE).

EV CHARGING

Let Objectivity Drive Your Decision

THE CHALLENGE

Electric vehicle (EV) chargers (EVC) are creating a new market and opportunity for sites to engage employees, provide community benefits, and attract new customers. Yet, with dozens of providers, business models, financing, services, and equipment manufacturers to choose from, knowing how to properly compare apples-to-apples can be overwhelming. What model and solution works for you?

THE SOLUTION

Ecom-Energy has helped procure hundreds of EV chargers for its customers through competitive RFPs. We develop and manage an RFP for EV charging equipment and maintenance that is designed with the customer's unique use case in mind.

Ecom-Energy objectively evaluates project costs, financing/revenue models, warranties/maintenance, software features, mobile app functionality, reporting capabilities, and more. Decision makers are left with an accurate, apples-to-apples analysis to select the right solution. Additionally, we monitor utilization, revenue, credits, and expenses to ensure the best ongoing financials for the customer.

Ecom-Energy's EV Charger services include:

- **RFP Development & Management**
- **Charger Utilization & Revenue Forecasting**
- **Turnkey LCFS Reporting & Monetization**
- **Rebate & Incentive Acquisition**
- **Revenue/Expense Reporting & Forecasting**

FINANCIAL ENERGY CONSULTING

Nuts & Bolts of Energy Economics

THE CHALLENGE

With energy projects, every decision impacts capital or operational expense budgets. Projecting these impacts can be difficult in an energy landscape with evolving regulations, mandates, rates, global outlooks, and technologies.

THE SOLUTION

Ecom-Energy provides a full suite of services to objectively evaluate facility budgets, rate forecasts, savings expectations, and project economics. We independently verify vendors' assumptions and work with CFOs to create conservative economic outlooks.

Ecom-Energy's Financial Energy Consulting services include:

- **Utility Budgeting**
Fiscal year-based budgeting with detailed methodology accounting for rate increases, usage changes, Master Planning, and market forecasts.
- **Infrastructure Impacts on Energy**
High level accounting for changes to shelled space, new builds, tear downs, acquisitions, etc.
- **Rebate & Incentive Acquisition**
Ensuring facilities are utilizing all local, state, and federal rebates and incentives.
- **Financing Evaluations**
Ecom-Energy provides evaluations on which financing mechanism best suits the organization. From traditional capital purchases or financing options to more creative solutions, we lay out the pros, cons, and overall impacts.
- **Rate Forecasts & Impacts**
- **Sensitivity Analyses**



Ecom-Energy experts hold BEP™ certifications from the Association of Energy Engineers (AEE).

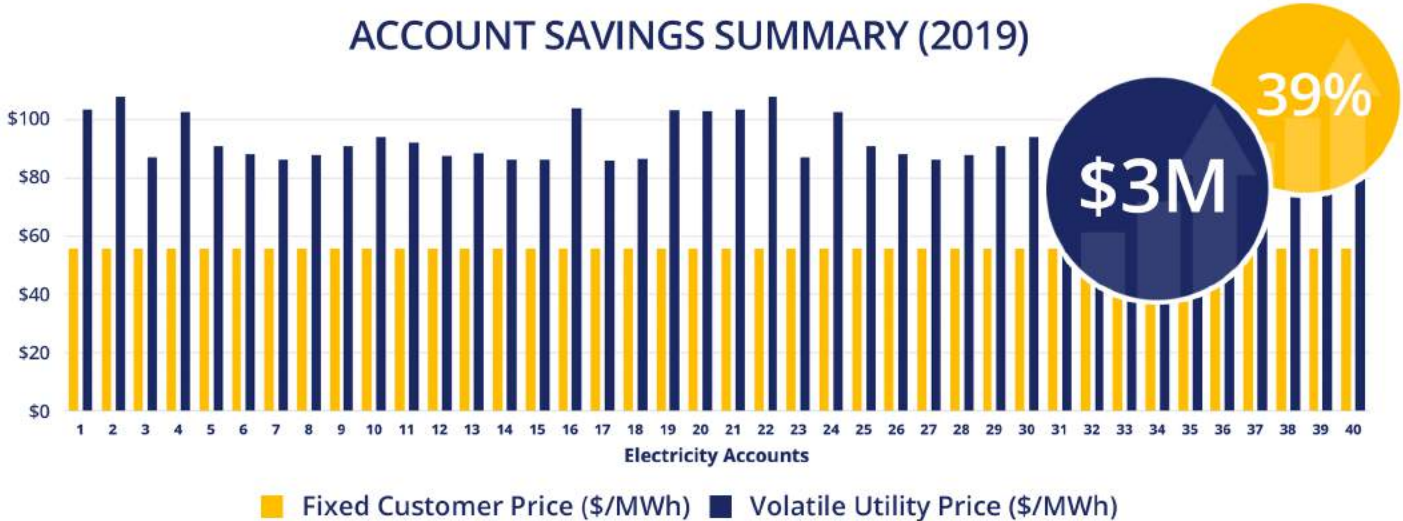
ENERGY PROCUREMENT CASE STUDIES

Competitive Pricing



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.

ACCOUNT SAVINGS SUMMARY (2019)



Market Timing



Ecom-Energy continually monitors the market to identify savings opportunities – well before existing contracts approach expiration. When the natural gas market hit a multi-year low, Ecom-Energy acted and achieved **savings of \$278,160** for the customer against the market.

WHOLESALE NATURAL GAS MARKET



ENERGY EFFICIENCY & TECHNICAL SERVICES CASE STUDY

Load Management & Battery Storage

In developing a **Corporate Energy Strategy** for a respected health system, Ecom-Energy identified and managed the installation of **battery storage** at their corporate offices.



The systems will **reduce peak demand charges** and are enabled with real-time monitoring. Ecom-Energy used this monitoring to identify a central plant scheduling issue (circled in the graph below) worth **\$26,000 in annual savings**, in addition to already **guaranteed annual net demand savings of \$30,633**.

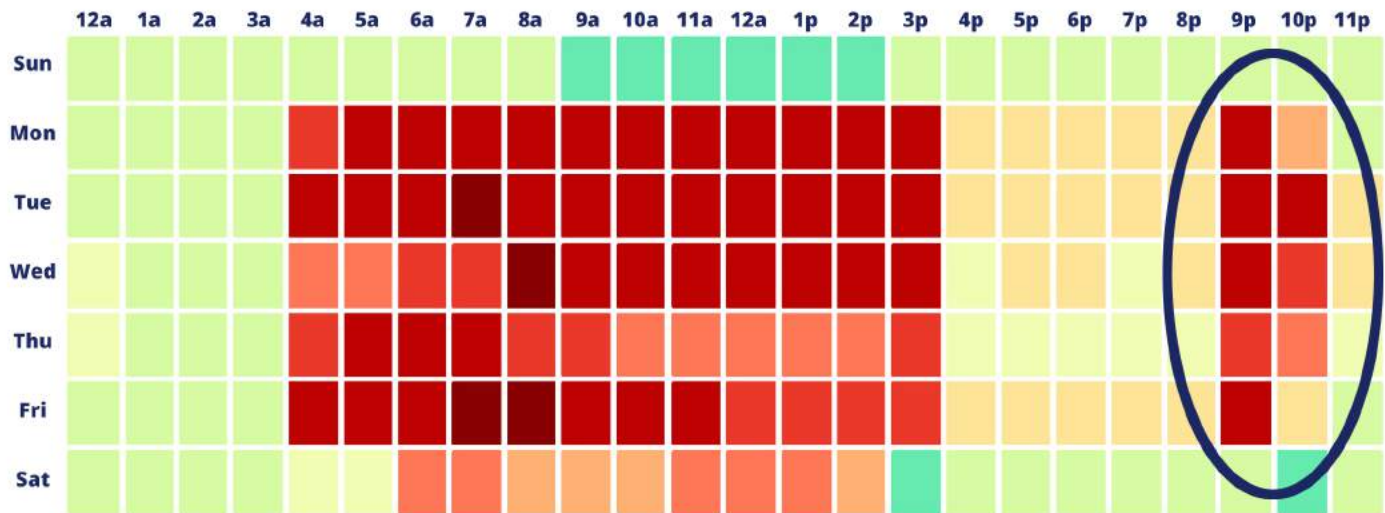
GUARANTEED
DEMAND SAVINGS

\$30K



\$26K

DEMAND SPIKE
ANOMALY CORRECTED



ONSITE GENERATION CASE STUDIES

Fuel Cell Portfolio



As part of Prime Healthcare's Sustainable Resource Initiative, 4 hospital campuses installed a combined **1.45 MW of all-electric, solid oxide fuel cells.**



Eliminating Emissions

Avoids annual GHG emissions equivalent to 200 passenger vehicles.



Reducing Carbon Footprint

Achieves an 18% carbon footprint reduction in this portfolio.

SAVINGS

\$18.3 MILLION

OVER 20 YEARS

Solar PV Installation



As part of Prime Healthcare's Sustainable Resource Initiative, Desert Valley Hospital installed a **742 kW solar PV array.** The simple payback was **3.16 years.**

Ecom-Energy's Involvement:

- ✓ High Level Assessment
- ✓ Detailed Feasibility Study
- ✓ Existing Cogen Integration
- ✓ RFP Development & Management
- ✓ Bid Evaluation
- ✓ Contract Negotiation
- ✓ Owner's Rep Services
- ✓ Continual Production Monitoring

SAVINGS

\$7.2 MILLION

OVER 20 YEARS

Ecom-Energy is an **objective energy consulting firm**, specializing in energy management, sustainability, energy strategy, and procurement solutions for healthcare customers.

“ *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



LET'S TALK

INFO@ECOM-ENERGY.COM

714.693.8515



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