

# ***Bundled Energy Solutions***

*BES advanced software is tailored for ESCOs to build and sell Bundled Energy Solutions (BES) with almost anyone on your team*

## ***Standardized Auditing:***

- Reduces errors and wasted time.
- Audits can be done by minimally skilled personnel

## ***Energy Calculations:***

- Based on Standardized Audit Data
- Incentivized and non-incentivized energy savings
- Industry standard *Energy Conservation Measures*, ECM's

## ***Incentives and Penalty Avoidance:***

- Determine utility incentives
- Provide a comprehensive pathway to meet EUI standards and penalty avoidance

## ***Project Build:***

- Generates comprehensive BES solution
- Defaults based on years of historical project data
- Cost per ECM
- Cash flow analysis with and without leveraging
- Simple Payback to reflect financial feasibility

## ***Ease of Use***

- Almost anyone on your team can build a BES project
- Customizable and interactive to fit specific projects.
- Scale projects for live audiences by switching ECMs on or off on-the-fly
- Close more projects, faster with the same resources.

## ***Multi-level support***

- Talk to our local developers for support and partnership options

## Bundled Energy Solutions

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### Can't Teach Experience

What drove us to develop the BES tool was necessity. Our BES (Bundled Energy Solutions) software was conceived by Earth Core to tackle the persistent challenges ESCO companies face: long project development times, inconsistency, resource limitations, and bottlenecks. Our software program incorporates years of knowledge from our engineering staff as well as top industry leaders. In order to sustain growth, we discovered the need to share that core knowledge with an expanding sales staff. The problem was we couldn't teach experience, so we bundled our experience and expertise into a powerful software program designed to duplicate our top energy engineers' capabilities and experience.

### Time is a Project Killer

The BES software empowered our sales professionals, with minimal HVAC experience, to effectively sell Bundled Energy Solutions (BES). This streamlined operations, reduced manpower and the time required to audit, build, and sell a bundled energy project. What took us months to develop can now be done in weeks, with less experienced staff.

### Optimizing Manpower

The platform allows an auditor with a minimal HVAC skillset to collect the necessary data freeing up more experienced personnel to complete the build within a few days of the audit. This reduced time-frame and optimal use of manpower increased the number of jobs processed per month with the same team; improving close rates and profitability.

### Unlock New Possibilities

BES streamlines the complexities of selling bundled energy solutions, allowing users to navigate project development, estimation, and proposal generation with ease and precision. Whether it's analyzing energy savings potential, conducting cash flow assessments, or creating compelling proposals, our software simplifies the process, enabling users to achieve results efficiently. In a competitive environment where every opportunity counts, BES empowers your team to unlock new possibilities and drive success in the energy market with our cutting-edge software solution.

### Designed for 3<sup>rd</sup> party ESCOs

Our software is meticulously crafted to empower ESCOs and sales professionals to enhance their proficiency in selling Bundled Energy Solutions (BES). User-friendliness was paramount in designing our software toolset. We understood that widespread adoption; scalability, and accessibility is crucial; positioning our solutions as a viable option for other ESCOs grappling with similar challenges.