

# BUILDING ENERGY SOFTWARE TOOL



# **BEST Building Energy Software Tool**

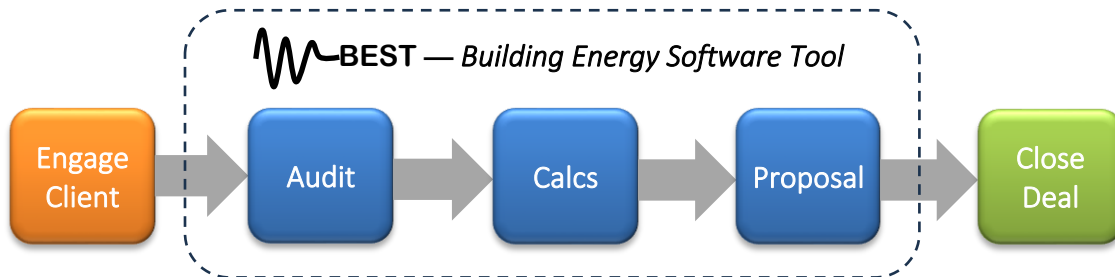
*Earth Cores' Building Energy Software Tool (BEST) —advanced software tool tailored for mechanical contractors to build and sell building energy solutions with almost anyone on your team*

- Automated Auditing and Energy Calculations
- Automated Incentive Calculations
- Automated Project Build and Cashflow Analysis
- Ease of Use with Minimal HVAC Experience Needed
- Earth Core's Multi-level support



# BEST - Building Energy Software Tool

The *Building Energy Software Tool (BEST)* — advanced software tailored for Mechanical Contractors to effectively build and sell building energy solutions with almost anyone on your team



## Can't Teach Experience

What drove us to develop the *Building Energy Software Tool (BEST)* was necessity. *BEST* was conceived by Earth Core to tackle the persistent challenges mechanical contractors face: long project development times, inconsistency, resource limitations, and bottlenecks. Our *BEST* software platform 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 incorporated our experience and expertise into a powerful software tool designed to duplicate our top energy engineers' capabilities and experience.

## Time is a Project Killer

*BEST* empowered our sales professionals, with minimal HVAC experience, to effectively sell building energy solutions. This streamlined operations, reduced manpower and the time required to audit, build, and sell a building energy project. What took us months to develop can now be done in weeks or days, with a less experienced staff.

## Optimizing Manpower

The *BEST* platform allows an auditor with a minimal HVAC skillset to collect the necessary data, freeing up more experienced personnel to complete the build and proposal 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

*BEST* streamlines the complexities of selling *building energy projects*, 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.

## BEST — Mechanical Contractors Best Friend

*User-friendliness* was paramount in designing our software toolset. We understood that widespread adoption; scalability, and accessibility is crucial — positioning *BEST* as a viable option for other mechanical contractors grappling with similar challenges.

## BEST Highlights

BEST transforms building audit data into clear, compliant, and finance-ready energy projects—faster, smarter, and at scale.

### *Standardized Auditing:*

- Reduces errors, rework, and wasted time.
- Audits can be performed by minimally skilled personnel

### *Energy Calculations:*

- Derived directly from standardized audit data
- Supports both incentivized and non-incentivized energy savings
- Built on industry-standard Energy Conservation Measures (ECMs)

### *Incentives and Penalty Avoidance:*

- Identifies applicable utility incentives
- Establishes a clear pathway to EUI compliance and penalty avoidance

### *Project Build:*

- Generates a comprehensive, building-specific energy solution
- Intelligent defaults informed by years of historical project data
- Automatically calculates cost per ECM
- Cash-flow analysis with and without financing/leverage
- Simple payback metrics to clearly reflect financial feasibility

### *Ease of Use*

- Almost anyone on your team can build a complete building energy project
- Fully customizable and interactive to match project-specific requirements.
- Scale projects for live presentations by toggling ECMs on or off in real time
- Close more projects, faster—without adding resource.

### *Multi-level support*

- Direct access to local developers for technical support and partnership opportunities

## About Us

Earth Core Energy Services (ECES) is a utility-certified Energy Services Company (ESCO) and licensed Mechanical Contractor. We provide end-to-end building energy solutions that lower operating costs, extend equipment life, and help owners meet increasingly stringent energy and sustainability requirements.



Our approach integrates standardized audits, defensible energy modeling, incentive optimization, and turnkey project delivery—allowing building owners, operators, and partners to move from compliance to performance with confidence.

*For Pricing, Demos and Support* — Please visit us online at [www.ecesddc.com](http://www.ecesddc.com)