

# **ONSITE**

**UTILITY SERVICES CAPITAL**

**ZERO DEBT-ZERO CAPEX- JUST SAVINGS**

**ENERGY SAVINGS AS-A-SERVICE... WELCOME TO EASY**

What is '*Energy Savings as-a-Service*'?

# What If Your Utility Offered To...



Provide you energy efficiency upgrades at absolutely ZERO cost to you?



Maintain all of this equipment for free?



Charge you less than you currently pay for the energy to power current technologies?

**You'd do it, right?**



You

Energy Upgrade

Operate

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Install

Maintain

# The Need



**Reduce energy related operating expenses**

**Energy is usually the #1, highest cost, line item expense.**

**EE market estimated in the billions for aging facilities.**



# The Hurdles



**Capital**



**Credit**

**Facility upgrades  
are not in the budget (i.e.  
they hate it).**

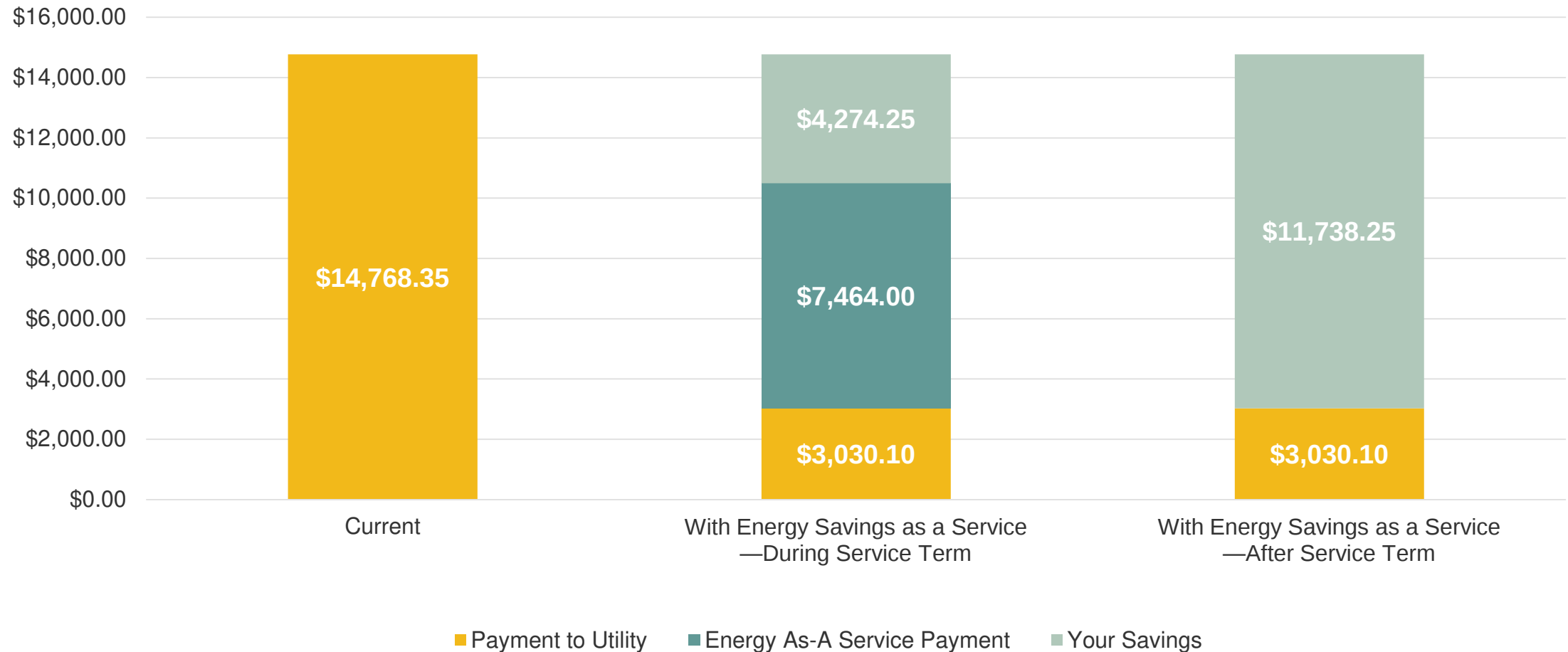
**Not Owner occupied  
(Leasing).**



# Strategically, Why Not Lead with 'Energy Savings as-a-Service'?

- 1.) Eliminates 'CapEx' requirement (objection) *from the start.*
- 2.) Focuses in on *'current and constant'* expenses that can forever be reduced.
- 3.) So you can focus on presenting real energy savings solutions *WITHOUT HAVING TO JUSTIFY THE CAPITAL COST.*

# ZERO CapEx = Immediate Savings to the Bottom Line.



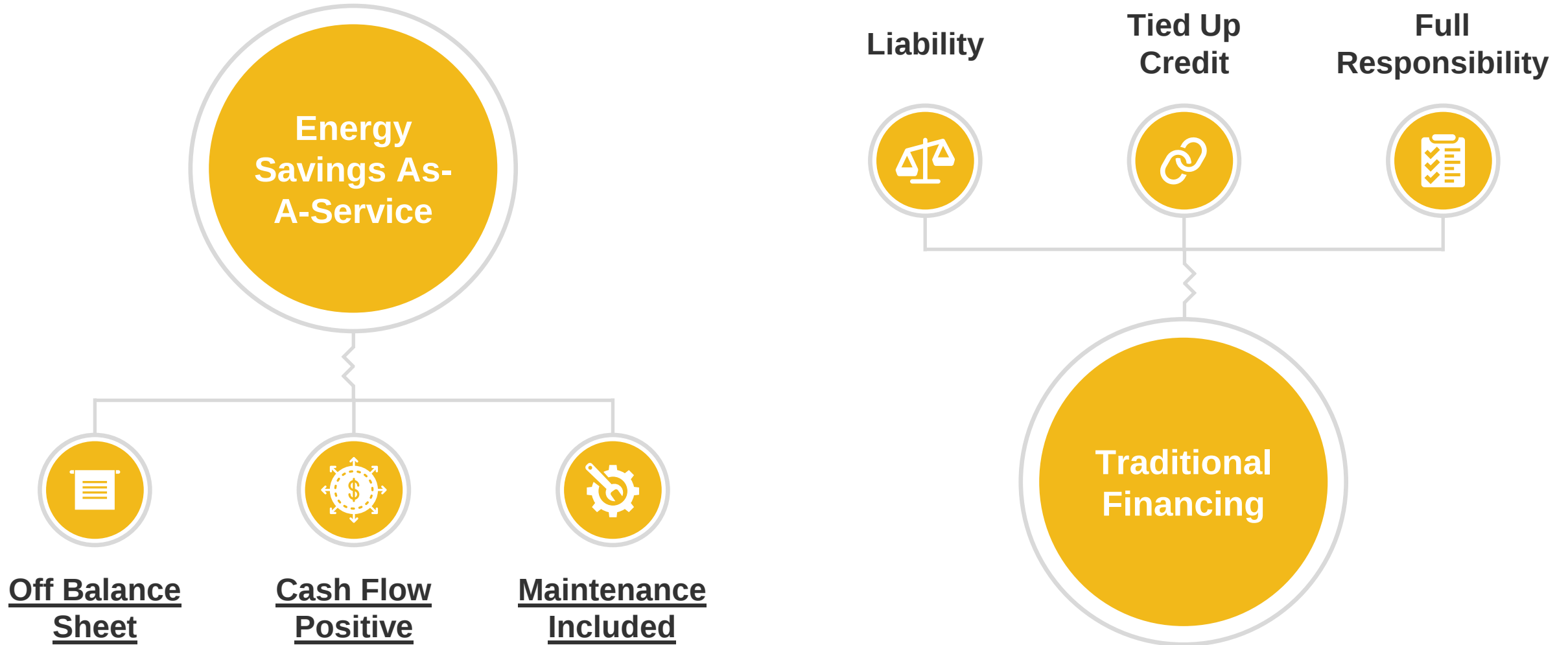


# Not Comfortable With As-A-Service? You Already Do It!



**Buying Electricity via a Service  
(Not the power plant)**

# Isn't This Just Financing? Well Actually... NO!



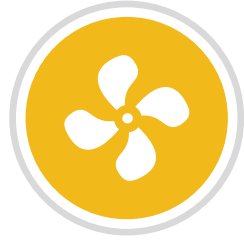
# Applications For ESaaS



Lighting



Water Conservation



HVAC Controls



Energy/Thermal Storage



Refrigeration Controls



Solar/Solar Thermal



Power Factor Correction



Cogeneration



# The Process



## Step 1: Customer Interview Process Performed

Questionnaire is filled out and utility bills are reviewed

# The Process



**Step 2: MOU Proposal Provided and Approved by Customer**

# The Process



**Step 3: Professional On-Site Energy Audit Performed**

# The Process



**Step 4: EE Measures Selected,  
Energy Savings Calculated and Verified**

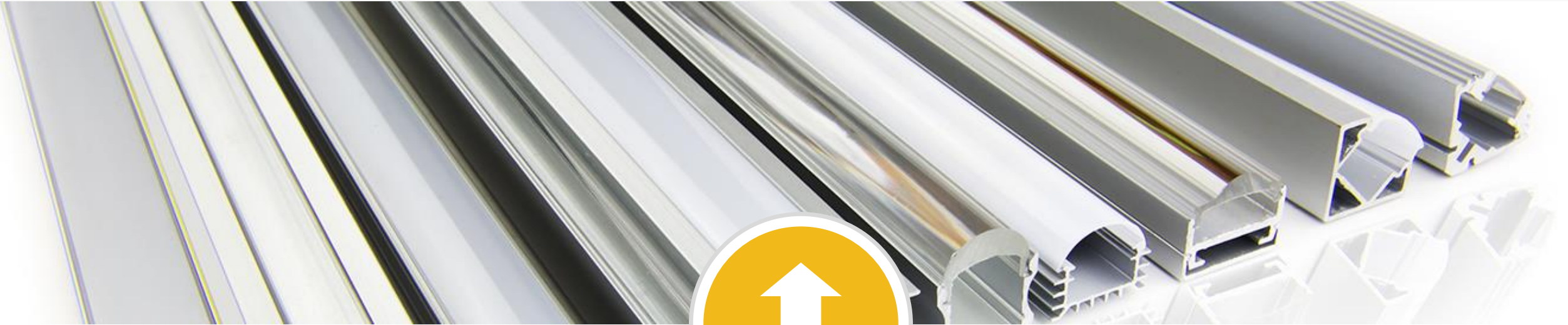
# The Process



**Step 5: Customer Executes Service Plan Agreement  
with OUS Capital**



# The Process



## Step 6: We Acquire and Install Retrofit/Upgrade Equipment

Equipment and Maintenance  
Included in Service Plan Fee

Service Fee is Paid From  
Larger Savings Generated

# The Process



**Step 7: Get What You Want With ZERO Cost...  
With Savings from Day 1.**

No Debt

No Investment

# The Process



## Step 8: End of Service Term

Equipment Title Transfers and 100% of Savings.

# Increase Your Value to Clients with ESaaS



**Collaborative solutions to lowering energy consumption.**



**Engage us early. We have professional experience in-house and through national partnerships to assist with every opportunity.**



**It's a BIG market out there and we can help you get your share of it.**



**Thermal Energy Storage Systems (TESS)**

**Available in the North America and Latin America.**

**Contact us today to see how we can help.**

**Office: 800-915-1009**