
The Energy Audit: Enhancing Your ESCO Services



What do you gain by performing an energy audit?

A satisfied customer that will stay with you.



Additional Savings for Your Clients

MEASURES	Savings Estimate	
	%	\$
Preventive Maintenance	7.0%	\$15,171
Occupant Behaviors	3.5%	\$7,585
Lighting	9.4%	\$20,372
Controls	7.3%	\$15,821
Equipment	3.5%	\$7,585
T O T A L S	27.3%	\$59,089

Savings assume 100,000 sf building with initial Energy Star rating of 50 with energy costs at \$0.09/per kWh. *Source: BOMA*

No Losses on Your Bottom Line – A Satisfied Long-Term Customer

Audit Service Provided – 5 Years	Revenue
eQuickCheck (annual)	\$1,500
eXpressAudit360 (annual)	\$1,500
eLuminate	\$3,000
eNvelopeAudit	\$1,500
eNergyRenew	\$1,000
GROSS, ADDITIONAL REVENUES	\$8,500
Commissions Lost Due to Decreased Usage	-\$4,925*
NET, ADDITIONAL REVENUES	\$3,575

*Using the hypothetical building in the previous slide, reducing building energy expenses by \$59,000 at \$0.09/kWh reduces consumption by 656,544 kWh. At a commission rate of \$0.0015/kWh, this reduces commissions by \$984.82/year.

Who Will the Customer Choose?

Your Promise:

- Review utility bills
- Provide the client with the lowest energy supply costs
- Monitor supply-side costs to assure the best price-point
- Provide energy auditing services, cut demand side energy use, and save your client even more money

Your Competitor's Promise:

- Review utility bills
- Provide the client with the lowest energy supply costs
- Monitor supply-side costs to assure the best price-point
- ???????

Differentiate Your Services

- With an energy audit, you are selling a service, not just a commodity like other energy brokers.
- Show your customers that you are a real partner & will help them pursue savings, even when cutting your commission.
- Losses in your energy supply commissions will be more than made up for by:
 - increasing customer retention rates
 - a more positive customer relationship
 - another revenue channel.



Next Steps

eCO Zero will provide:

- ... non-compete and representative agreements
- ... proprietary audit software and support
- ... data analysis services

Your Responsibility:

- Review and sign the agreements
- Incorporate the audit as part of your client service
- Collect the data and present the audit report*

*Reports can be branded with your corporate logo and information.

Contact Us



eCO Zero LLC

856 Gate Way

Hillside, New Jersey 07205

If you have the motivation, we look forward to having you join our dynamic company. Call us at 855-eCO-Zero (855.326.9376) or email us at partners@myEcoZero.com to schedule an exploratory meeting.

Please feel free to explore our website, www.myecozero.com, to learn more about our company and the many auditing products we provide.