

# Data-Driven Sales Prospecting

Better qualify leads and save your team time

Today we have access to more data than ever before, which is key to uncovering energy savings opportunities and developing successful relationships with clients. But how do you leverage that data to demonstrate value and establish trust?



**EnergyPrint's Qualifying Benchmark Service**, Powered by Insights Architect<sup>SM</sup>, evaluates a building's energy performance by comparing it to similar buildings. This energy analysis enables you to quickly turnaround a polished, insightful report that heightens your credibility as an energy solution provider—bringing you one step closer to closing your next project.



## ✓ Save Time & Close Deals Faster

We'll input and validate 12+ months of historical utility bill data required to benchmark a building

You'll spend less time analyzing data, and more time talking to prospects and proposing your energy solutions

Fast turnaround moves projects to close quickly

## ✓ Establish Trust & Credibility

Compare a prospect's building to other like-type buildings from accurate and validated industry databases

Select from multiple options of robust, yet simple reports that are easy to understand

Provide your clients with a professional, polished deliverable

## ✓ Expert Energy Analysis

Weather normalized data

Trend analysis

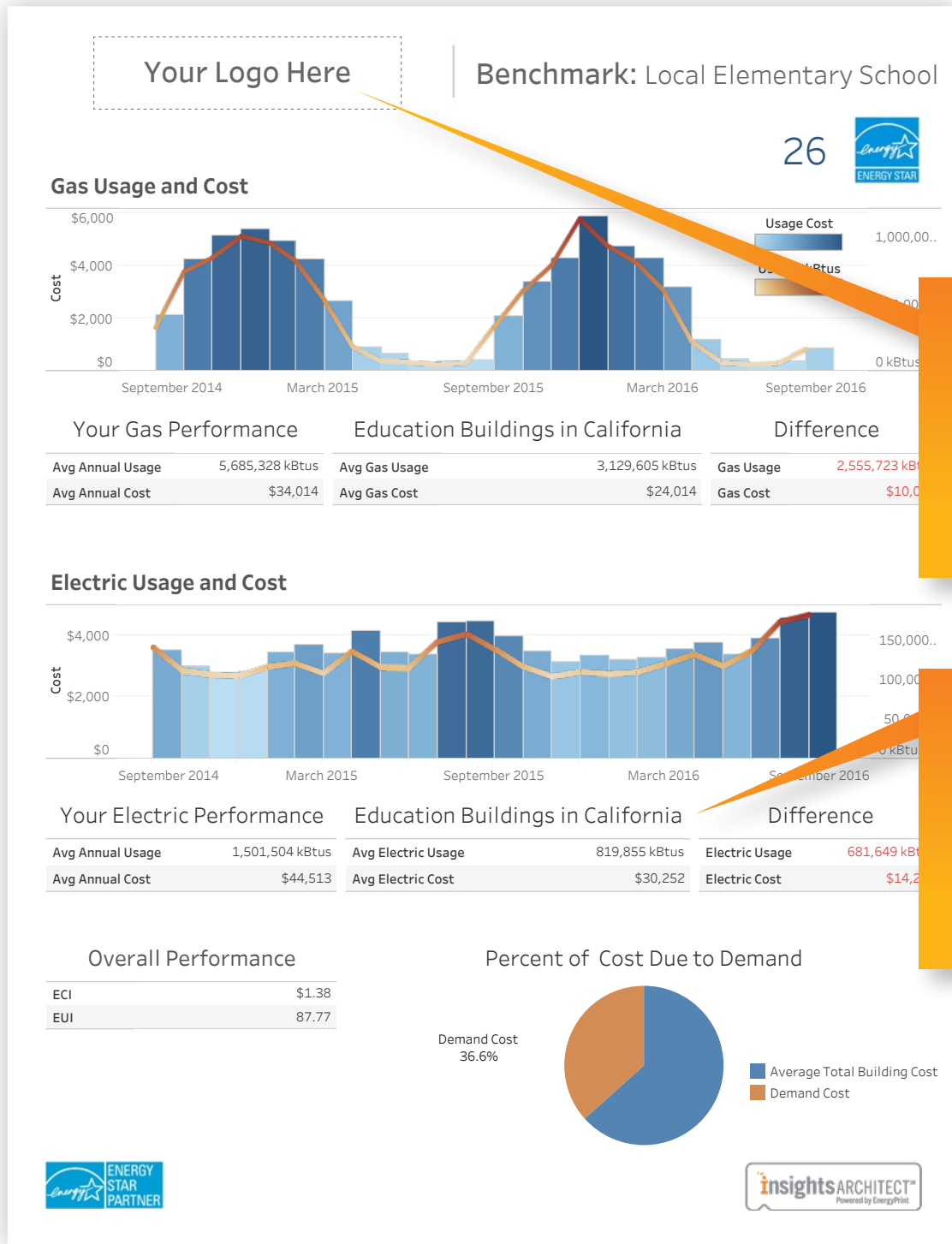
Integrate with ENERGY STAR®

Comparison to peer building metrics

Energy Use Intensity (EUI) and Energy Cost Intensity (ECI)



# Sample Report



**Elevate Your Brand**  
We'll create custom and professional quality energy reports branded for your specific company

**Peer Analysis**  
Help prospects understand how their building is performing using comparison metrics from leading industry databases