Streamline Client Touchpoints with EnergyPrint Insights

Becoming your customer's **Trusted Energy Advisor** doesn't happen overnight. You need to build both credibility and rapport through relevant and meaningful conversation. Try engaging clients by sharing simple, objective facts about building performance that demonstrate relevant energy insight, and asking leading questions that identify opportunities for improvement.

Insights, powered by Insights Architect™, uses EnergyPrint's validated database and dashboard analytics to generate business intelligence metrics that drive intuitive client touchpoints. Our team of data experts deliver sophistated visual reporting and support your efforts to start—and continue—conversations. Effectively engage clients in meaningful discussions that yield tangible results.

Every month, your dedicated EnergyPrint support team will create a dynamic, interactive presentation and guides your team through your portfolio's most relevant energy insight.

? **How can my company take advantage of energy trends and data?**

? **Which clients offer the best opportunities for building performance improvements?**

? **How can I engage specific clients in an effective conversation about their energy use?**

Industry Trends

Does your customer know and understand how the average energy use is impacting utility spend? What about demand costs? Insights will arm you with current, relevant and accurate industry energy trends to educate your clients and illustrate your consultative value.

Portfolio Metrics

What's your company's specific strategy for office, healthcare, education and other verticals? Insights will help you understand portfolio performance, and your dedicated support team will help you define and refine your strategy for leveraging utility analytics.

Building Performance

Which clients have the biggest opportunities for savings? Every Insights report will focus on buildings that represent the best opportunities for energy projects and solutions. Plus, we'll outline key talking points based on energy use, ENERGY STAR®, demand trends and more.
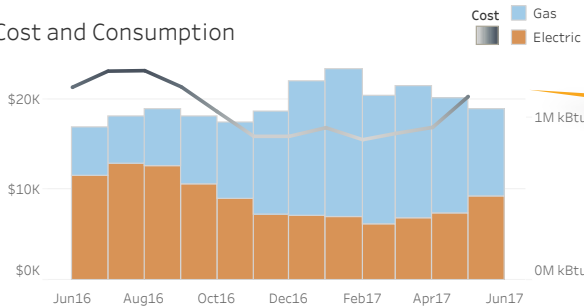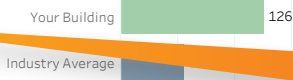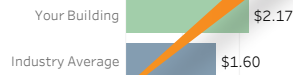
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Sample Report

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Insights Report

47

Cost and Consumption

Cost ■ Gas
■ Electric

$20K
$10K
$0K
Jun16 Aug16 Oct16 Dec16 Feb17 Apr17 Jun17

1M kBtu

0M kBtu

Usage Per Square Foot

Your Building — 126
Industry Average

Cost Per Square Foot

Your Building — $2.17
Industry Average — $1.60

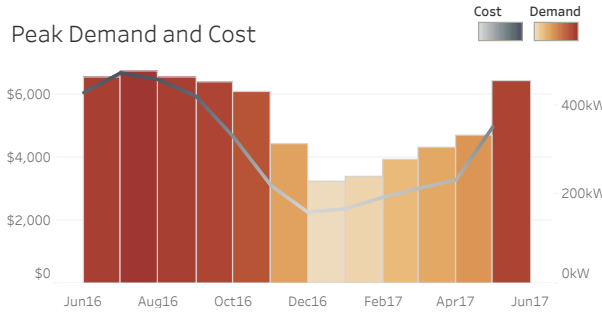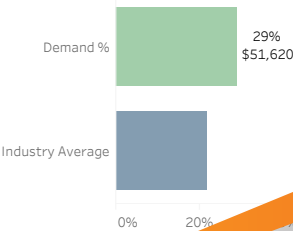**Use Insight:** Your building consumes about 71 kBtus per sqft more than similar buildings.
Cost Insight: Your building spends $0.57 per sqft more than similar buildings, which is an annual $59,075 opportunity.
ENERGY STAR Insight: Your building score is 47, which means it is 28 away from being ENERGY STAR certified.

> **Easily visualize and call out opportunities for savings based on energy use, cost and demand insight**

Peak Demand and Cost

Cost ■ Demand

$6,000
$4,000
$2,000
$0
Jun16 Aug16 Oct16 Dec16 Feb17 Apr17 Jun17

400kW
200kW
0kW

Demand Cost Ratio

Demand % — 29% $51,620
Industry Average

0% 20%

Demand Insight: Your building's electric demand cost is 29% of your electric bill, which is about 7% higher than similar buildings. This is an annual $12,460 opportunity.

> **Arm your team with simple, business-oriented questions to engage clients and build trust**

Property Utility Rate

Electric Rate	$0.017 / kBtu
Gas Rate	$0.006 / kBtu

State Rate Averages

Electric Rate	$0.020 / kBtu
Gas Rate	$0.006 / kBtu

Electric Insight: Your electric utility rate is about $0.003 less than the state average.
Gas Insight: Your gas utility rate is about the same as the state average.

Questions

1. What changes have been made to the building lately that might impact your energy performance? (operational changes, improvements, etc.)
2. What do you think about how your building is currently performing? How well do these metrics align with your expectations?
3. What surprised you about your building performance?

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