Proving ROI: How Fagan Built Client Trust and Increased Pipeline Value

Like many building service professionals, EMCOR Services Fagan—a leading HVAC contractor in Kansas City—was struggling to engage a manufacturing client in meaningful conversations about energy improvement projects.

Challenge

For two years, Fagan's sales team proposed several improvement projects. But without provable ROI, the client never gave these projects serious consideration. After replacing outdated electric boilers for a 225,000 square-foot plant, Fagan knew they needed to:

- Communicate and prove energy savings results
- Build trust and deepen relationship with client
- Spark effective dialogue with the client about further improvements

Solution

By leveraging the powerful data analytics in the Utility Dashboard, Fagan demonstrated $97,000 in savings in one year after a $244,000 upgrade. EnergyPrint's Cost Avoidance metrics also verified more than 40 percent ROI on the project—easily exceeding client expectations. On the heels of this success, Fagan differentiated themselves from competition and effectively helped the client build additional efficiency projects into their operating budget.

Results

After presenting concrete results from the Utility Dashboard, Fagan was able to:

- Shift client mindset by cost-justifying improvements—positioning their company as a trusted energy advisor
- Help the client report financial ROI back to management and re-energize the discussion about efficiency opportunities
- Win more than $1.6 million in additional projects and grow their client relationship

" EnergyPrint's business-minded metrics allow us to present simple, validated M&V reports and engaging visuals that speak to our client's concerns. We use the Utility Dashboard to build trust—and win more projects—by proving concrete results."

-Jared White
Service Manager, EMCOR Services Fagan

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Highlights

Industry: **Manufacturing**	Location: **Missouri, USA**	Solutions: **Utility Dashboard**

BENCHMARK

→ Invested
$1,300
in one pilot license for Utility Dashboard

PROVE SAVINGS

→
40%
ROI for client in only 12 months

Cost Avoidance Snapshot

COST AVOIDANCE	COST % CHANGE	CONSUMPTION % CHANGE
$96,648.26	-4.0% ↓	-1.8% ↓

FIND MORE OPPORTUNITY

→
$1.6
million in new project work

Property Energy Trends

Metric: Cost ▾   Energy Type: All ▾

Zoom [6m] [1y] [2y] [All]

Manufacturing Building

Notes: Replaced outdated electric boiler with two high efficiency gas boilers

Cost axis: 0.6, 0.7, 0.8, 0.9, 1, 1.1

X axis: Jul, Sep, Nov, Jan, Mar, May, Jul, Sep, Nov

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