

# Energy Management Solutions Made Easy

If you operate in many locations – whether they are across the country or around the world – the need to drive down energy costs and improve facility efficiency is critical to staying competitive. With FirstCarbon Solutions (FCS) offering Energy Expense Management and Utility Rebate and Incentive Processing Services, you will be able to save money, drive unprecedented operational efficiency and optimize your capital improvements.



## Energy Expense Management

A 2011 study conducted by the Institute of Finance & Management (IOFM) states that it costs, on average, \$14 to process and three business weeks to pay every utility invoice. All that time and resource add up quickly to become a significant expense to your business. Think about the process of opening mail, copying invoices, verifying the charges, scanning or entering data into an accounts payable system, acquiring approvals and cutting checks – and you will begin to realize there must be a better way.

Understanding utility rates, facility usage data and energy charges pertaining to your various leases is paramount to the success of your business. Without this information, energy management and budgeting are practically impossible. To lower your costs, you need to track invoice data and conduct comprehensive audits to confirm that you are not being overcharged. Not only is this labor intensive, and often outside the scope of most accounts payable departments, it makes your organization reactive to billing mistakes, rather than proactive.

By implementing FCS' Energy Expense Management, you can cut the cost of processing utility invoices in half. In addition, you can eliminate late and incorrect payments and ensure you aren't paying utility accounts that no longer exist.

That's why organizations turn to FCS and our team of industry, software and back-office scanning and processing experts that provide comprehensive solutions tailored to your needs.



**Collect Analyze Improve**



**Utility Invoice Processing and Analysis** allows you to completely outsource the process so you can focus on proactively driving cost savings and facility efficiencies. Utility Bill Processing and Analysis provides detailed data capture and troubleshooting, robust reporting and best in class analysis capabilities. FCS consolidates thousands of invoices into one simple file for you to process and provides an automated feed of data to your accounting system. With FCS, you will better track how each of your facilities manages energy, water, and waste costs and consumption – and you'll be able to compare one, more or all of your facilities, and apply best practices across your entire organization.

**Facility Energy Management** services are energy information tools that enable you to make decisions about where and how to save energy costs. Using data collected from the utility invoice or a Building Management System, we quickly and cost-effectively reveal poor energy performers, and identify the savings opportunities across all facilities in your portfolio. We expose energy problems you may not realize you have by identifying a baseline and outliers, affording you the opportunity to take the first step toward informed business decisions that will improve your bottom line.

**Budgeting** services are crucial to long-range utility budgeting and forecasting. FCS has the tools to significantly enhance the accuracy of your energy budgets and provide data-driven explanations for deviations. With our ability to capture data and our precise market intelligence, FCS is well-positioned to provide you with customized budgets. Our budget development process leverages our data warehouse, your billing history and our knowledge of planned rate changes. The result is an annual and monthly electric and/or gas service budget for usage and spend.

**Lease Management** services ensure that your occupancy cost charges are in compliance with your lease terms across your entire portfolio. Our team of experts compares billed expenses with contracted terms to identify discrepancies, reclaim overpayments and establish cost controls so you can better manage lease expenses now and in the future.

Let FCS augment your team with an experienced resource that will analyze site-by-site occupancy costs and ensure billing accuracy. After collecting your lease data, documents and year-end reconciliation statements, FCS will pinpoint overcharges, submit documentation to your landlord and assist you in recovering overpayments.

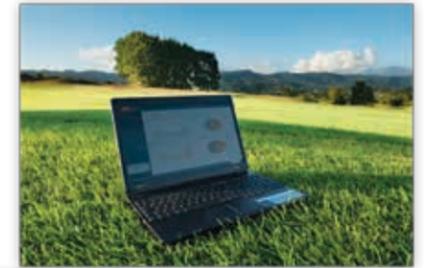
## Utility Rebate and Incentive Processing

Each year, as mandated by individual state governments, electric, gas and water utilities collect billions of dollars from customers and redistribute those funds as incentives and rebates to lower the cost of energy-efficient capital improvements.

If your organization is seeking to make the best use of your capital and operating dollars, capturing rebates and incentives will accelerate the payback on your new, energy-efficient construction and retrofit projects. Rebate and Incentive levels vary across the country but they usually cover 15-35% of the cost of your energy efficient projects. In some cases, like renewable energy projects, as much as 50% of a project's cost may be covered.

FCS provides a fully outsourced rebate and incentive identification and capture service covering the United States – so you can be assured that one solution partner will help you manage all of your facilities. In addition, while nearly all commercial, institutional and industrial utility customers are eligible for rebates and incentives, many programs are designed for specific types of customers. Let FCS put our expertise to work for your organization and maximize the amount of money you're eligible to collect for your energy efficient projects.

And, for utilities and municipalities, FCS provides an effective mechanism to outsource your entire rebate and incentive processing service. FCS' extensive experience and expertise in back-office document management and data processing, combined with our consulting services, allows utilities to manage your rebate and incentive programs and achieve profitability across multiple programs.



## Software and Data Processing

Our comprehensive data management services include large-volume bill sifting and error checking to historical data entry for trending and gap analysis, cash recovery, bill validation and verification, and data identification, collection and collation. And, for rebates and incentives management, FCS' services include large-volume rebate/incentive sifting, validation and verification, and data identification, collection and collation.

- Daily document collection and transportation
- Data conversion and standardization
- Quality assurance and exception management
- Data entry into your system via secure network
- High speed scanning and indexing
- Secure shredding and records storage facilities
- Bill data identification
- Rebate verification
- Collection
- Aggregation
- Standardization
- Interpretation
- Analysis
- Estimates
- Ongoing monitoring

Only FCS fully integrates consulting experience with software and unmatched expertise in back-office data processing to provide you with end-to-end energy data management services that drive bottom line results.

# Energy Expense Management

- Utility Invoice Processing and Analysis – troubleshooting invoice data
- Facility Energy Management – creating action items for energy management
- Budgeting – summarizing commodity costs
- Lease Management – analyzing occupancy costs on a site-by-site basis



# Utility Rebate and Incentive Processing

## Eligible Technologies

Rebates and incentives apply to a variety of systems

- HVAC
- Motors
- Lighting
- Energy Management System
- Insulation
- Refrigeration
- Grill Ovens
- Fryers
- Pumps
- Boilers
- Furnaces
- Cool Roof
- LED Signage
- Cook Lines
- Gas Conservation
- Water Heaters
- Window Tinting
- Water Conservation
- Programmable Thermostats
- Broilers
- Occupancy Sensor

## Eligible Activities

Rebates and incentives apply to every stage of the building life cycle

- Planned Replacements
- Retro-commissioning
- Commissioning
- Emergency Replacements
- New Construction
- Capital Improvement Projects
- Tenant Fit-outs
- Renovations