



# UTILITIES DYNAMICS

TOTAL ENERGY SOLUTIONS





## LIGHTING

# Lighting

**Utilities Dynamics, Inc.** (UDI) is one of the USA's leading lighting management companies, having completed projects at over 4,000 properties. Our professional team provides lighting management services to a wide variety of clients: retail, banking, multifamily, hotels, financial, computer technology, grocery, government, K-12 schools, higher education, industrial, and many more.

Since 1995, UDI has delivered consistent high quality services and project delivery. We continuously set the highest levels of service and quality, setting the standard for the balance of the industry to try to follow.

Lighting retrofits are a simple, reliable way to improve cash flow in your business. UDI stays apprised of new technologies and innovations and how they have proven in the field. This way you are always provided the leading edge proven technologies.

**UDI provides the full spectrum of lighting services, including:**

- Free, no-obligation lighting assessment of your specific lighting needs.
- Survey, Design, and Installation of Lighting Renovations
- Group relamping and Lighting Fixture Cleaning
- Planned Lighting Management Agreements
- Outdoor Lighting Design, Installation, and Maintenance
- Electrical Rollout Projects
- Lighting retrofits, with flexible payment options
- Management tracking reports
- Rebate research and filing support
- HazMat disposal management

As your lighting services partner, coupled with the myriad of other energy management services and alliance partnerships, you will be assured the solutions we provide will be the best for your bottom line.

Lighting retrofits are one of the most common and effective energy conservation measures available. In addition, these newer lights and ballasts provide a better quality of light, are quieter and last longer. Apart from the benefit of energy savings, your facilities will have improved lighting quality, reduced maintenance and operation costs, and help the environment with lower green house emissions. Better lighting equates into enhanced worker productivity, fewer production defects, employee comfort and increased sales.

UDI is the right choice as your lighting services partner. Our proven strengths, experience, and untiring quality services is the underpinning why. Here are just a few other reasons: financially stable, insured, highly trained and qualified team members, repeated success across thousands of sites, national capabilities, superior program / project management, impeccable safety record, continuous quality improvement, glowing client references, high quality but cost effective, investment grade audits with business case development, and the visibility to all the other integrated energy services incorporating HVAC, energy management control systems, integrated solar systems, water conservations solutions and program management.

UDI is uniquely positioned to provide you with a single energy services partner. UDI was The Limited Brands lighting renovation partner conducting specialty retail lighting retrofits including presentation, highlighting and layered lighting effects, all coupled with energy savings. The project improved store merchandise look and feel and case studies indicated increased overall sales. In addition to the specialty retail improvements, the energy reductions achieved were in excess of \$3.5 MM.



# Energy Management Control Systems

Utilities Dynamics, Inc. ("UDI") delivers a wide range of energy services including energy management control systems ("EMCS"); large and small. UDI is a "one-stop shop" for total controls service solutions. We will design, install and commission your EMCS for proper and efficient operation of building systems.

## Energy Management Control Systems

Each system is tailor designed based on your operating requirements, efficiency needs, and budget. No matter how complex or simple your requirements, UDI will bundle the most cost effective solution to ensure your returns. Our highly experienced team of professionals will design a powerful EMCS that will provide you a suite of tools tied to state-of-the-art communications technology to monitor and manage your buildings' systems. The EMCS can monitor and control a myriad of control points:

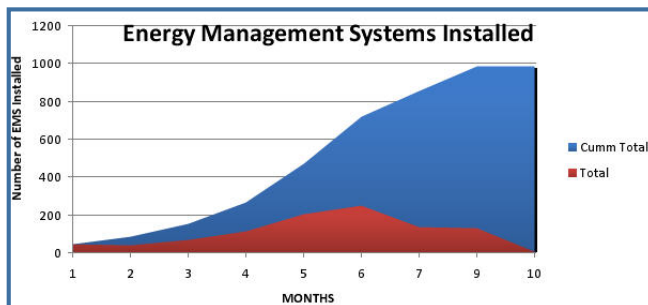
- Temperature
- Electric, gas and water consumption
- Combustion efficiency
- Fuel level
- Steam pressure
- Flow rates
- Space temperature
- Outside temperature
- Humidity
- and many more

## Remote Monitoring

UDI can install remote monitoring and control services to help you ensure the comfort of the people who occupy your buildings, while maintaining maximum energy efficiency. Remote monitoring capabilities increase your efficiency by conducting remote troubleshooting, reducing downtime, labor savings, and extended equipment life.

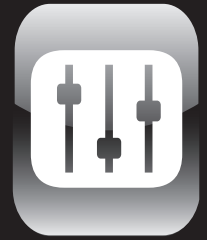
## Sample EMCS Delivery

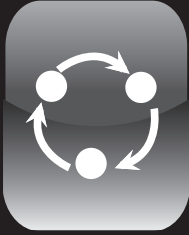
UDI is fully capable of delivering large complicated projects. For Dollar General we installed a comprehensive EMCS in almost 1000 Dollar General Stores in a 9 month period. The EMCS included full control of all lighting circuits (indoor, outdoor and signage), HVAC systems, temperature in refrigerated cases for perishable goods, occupancy status, outdoor air temperature, open/close status of stock room door, indoor air temperature and supply air temperature, and various other monitored inputs. The adjacent chart shows the rate of completion of Dollar General Stores through the 9 month project.



## Take control of your energy costs!

In this age of high energy cost and volatility, it is more important than ever to establish cost effective EMCS to minimize energy use. Don't leave the control of energy consuming devices in just anyone's hands – put them under control of an EMCS.





## Program Management

Utilities Dynamics, Inc., (UDI) is a high quality, results-driven solutions provider; our program management is no different. We seek long-term value and profitability for you and our relationship. We are committed to the best job.

### **Proven History of Success**

UDI has delivered some of the largest lighting programs in the USA combined with a full suite of energy services into a single program. First and foremost, we serve as the single point of responsibility, aligning the efforts of many team members including designers, contractors, and third parties to program goals and performance standards. We quickly integrate with your teams to move fast, stay focused, and deliver high quality results. Some of the benefits that result from UDI's approach are enhanced control, reduced costs, improved schedule performance, and improved quality. More than simply implementing plans and specifications, the program management for complex, multi-site projects includes integrating the work of the UDI Team with subcontractors, across many work activities, and many different program management areas.

### **Results Driven**

UDI can manage the full range of energy service activities in a single program necessary to keep your complex multidisciplinary energy world—often worth millions of dollars—firmly on track. Think about what is considered and integrated in a large program; there are many disparate areas that need to be managed to be successful. What separates UDI from other providers is our intense focus on bringing about real change impacting your bottom line. One of the ways we do this is by establishing effective program management practices throughout the team and integrating the practices into the full range of management activities. UDI's strong program management practices, properly integrated and communicated, deliver successful projects, help you reduce costs by centralizing appropriate project management activities, minimize financial risks, streamline the decision-making, and reduce escalations.

### **Integrated Solution Provider**

UDI's program management capabilities aggregate our experience, resources and expertise in planning, engineering, and execution management. We can take an entire program from first concept through the business case development processes; design, procurement and execution; and start-up and operations. We have experienced personnel from within each core service that have successfully managed and completed numerous programs.

### **Customer Integrated Services**

The integrates energy services being provided to Fifth Third Bank is a prime example of the program management abilities of the UDI strategic alliance team. The bundled services being provided include bill administration - data base management, demand side management projects (e.g., lighting, controls, water, and mechanical conservation projects), supply side and procurement management, training and standards, quality and reliability process, and communications. These services are being delivered with a primary point of contact and accountability.

# Integrated Solar Systems

## Renewable Energy Solutions

To support Utilities Dynamics, Inc.'s (UDI) energy services solutions it has formed a strategic alliance with SunTechnics, one of the worldwide leading suppliers of turnkey solar solutions with more than 700 employees and sales offices in 17 countries worldwide. This strategic alliance can provide added solar solutions to the demand-side management whether for:

- photovoltaic,
- solar thermal energy conversion,
- bio-energy,
- wind power, or
- hybrid systems.

As your energy solutions partner, UDI and leverage the SunTechnics extensive engineering know-how and vast experience through the construction of thousands of systems. This makes it possible for UDI to optimally adapt the energy technology to the respective local conditions and be able to offer you the optimal energy solution for your needs.

## Economic Benefits

UDI offers complete solar solutions, helping customers evaluate their requirements, design, estimate cost savings, obtain financing, and maintain the systems. Installation of an integrated solar system will reduce operating costs, enhance asset value, improve employees satisfaction, and optimize life-cycle economic performance of your facilities.

## Ecological / Environmental Benefits

Solar power as a renewable-alternative power source to coal, gas or other natural resource consuming generation assists in enhancing and protecting ecosystems and biodiversity, improve air and water quality, reduce solid waste, and conserve natural resources. Solar is a dependable renewable power source that helps reduce your ecological / carbon footprint.

*A typical person produces 4.1 tons of CO2 per year. By using Solar water heating alone you can reduce this by 0.75 tons of CO2 emissions annually.*



INTEGRATED SOLAR SYSTEMS



## Impact Industrial Services

### The Company

Impact Industrial Services (IMPACT) provides specialized facilities related consulting and engineering services aimed at helping our clients maximize their assets and mitigate the risks associated with facility operations and utilities. From re-engineering utility systems to re-structuring facility maintenance in manufacturing facilities, IMPACT focuses on helping clients optimize their profitability and provide them with factual information to make educated decisions regarding their technical operations and strategic energy management planning.

IMPACT provides specialized facilities related consulting and engineering services that enable companies to identify, financially quantify, program manage and monitor projects that reduce facility related costs on an ongoing basis. IMPACT augments the client's resource pool with engineering expertise to focus on asset optimization and utilities related projects in support of a corporate thrust toward end to end optimization and sustainability.

### Mission

IMPACT will provide innovative solutions to our industrial and channel partner clients that increase their productivity and profits. By improving utilization and operational efficiency with ROI focused energy solutions, we will optimize total asset lifecycle, reducing resource requirements and overall costs.

### Optimization and Sustainability

Optimization and sustainability encompassed a variety of technical operations, each with a definable impact on our clients' energy utilization and procurement. The IMPACT process, from identification through execution, addresses any and all of these operational areas.



**Construction Oversight & System Commissioning**

**In-Plant Services**

**Asset Re-Deployment**

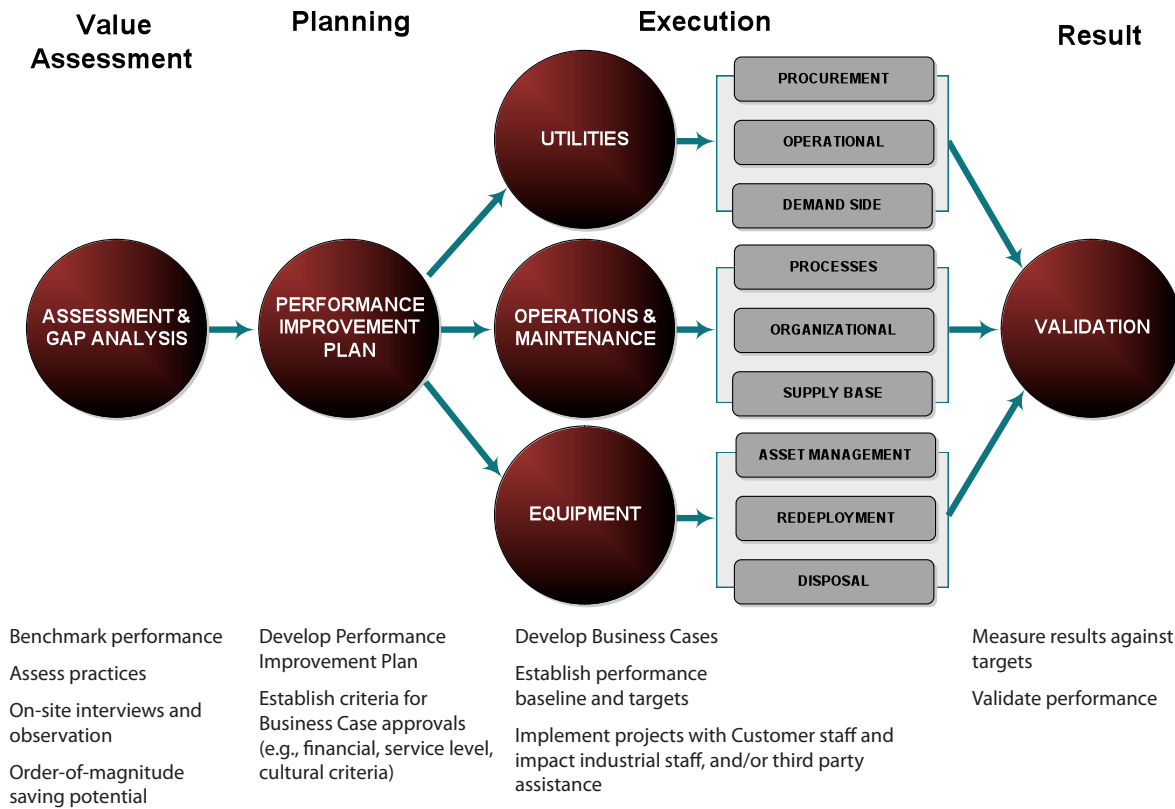
ENERGY PROGRAM MANAGEMENT	BUILDING INFRASTRUCTURE
Procurement	Lighting
Strategic Planning & Reporting	HVAC Controls & Optimization
Program Implementation	Water Systems
INDUSTRIAL SYSTEMS	SUSTAINABILITY
Compressed Air	Re-Commissioning
Steam Generation & Distribution	Life Cycle Analysis
Chilled / Process Water	Carbon Footprinting



# Impact Industrial Services

## The IMPACT Process

The process is built on collaborative project development, information sharing, engaging all parties throughout the supply chain who impact technical operations and deploying metrics based monitoring to track performance. In doing so, IMPACT takes a lead role in driving operational improvements that positively affect a business's ROI and sustainability goals.



The advantage that IMPACT brings to its clients and channel partners is the ability for rapid and scalable deployment, execution, and de-mobilization – with continuity throughout. The knowledge and talent to effect change management does not generally reside within the existing customer establishment and must be developed over time, delaying the success of the program. IMPACT provides a well - rounded mix of skill sets to bridge this gap, allowing an organization to immediately embark on the path to productivity and profit maximization. As this knowledge base is developed internally within the client organization, IMPACT can then evolve into a pool of subject matter experts and execution resources to meet the varying needs of the customer.

## Energy Impact

### Our company

Established in 2004, Energy Impact LLC provides energy portfolio management for organizations of various market sectors. Our value proposition is to work as our client's outsourced energy manager to contain costs, identify savings, and enhance efficiencies within today's dynamic energy market. Our background includes:

- Management of multi-site client energy budgets in excess of \$125 million.
- Local, regional, and national facilities management experience serving in excess of 6,000 client sites.
- Over 45 years combined senior management experience serving both the private and public sectors.

The core of our success is listening to our clients, understanding existing processes, and defining solutions which have the greatest impact to the company's bottom line.

### Client Challenges

Most companies define their success via a core business competency falling outside utility payables and energy management. Energy expenses are a "business cost" that is received, paid, and filed. Without dedicated resources and reporting, visibility to operational issues, market and green initiatives, and commodity procurement are lost. The opportunity to save your company costs, reduce spend, and conserve energy goes unrealized.

### Defined Solutions

Energy Impact is dedicated to a "Three Step" energy portfolio management solution that enables our client's to better understand data, buy smart, and use less.

### Utility Invoice Administration & Data Management

We provide a single process to aggregate all data, imaging, and A/P functions. Bill information is captured, managed, and audited via defined business rules. Reporting is created and defined at financial, account, site, usage and group levels. Our goal is to enhance our client's overall level of tangible and intellectual capital as means of improved energy efficiencies and decreased costs. Our "best practices" approach includes both utilities and telecommunications.

### Commodity Procurement

We work to identify market opportunities—traditional or green-- that reduce our client's overall commodity costs. We manage the process beginning-to-end; from RFPs to contract execution, compliance, and results tracking. This enables our clients to realize the lowest cost per unit commodity price available in the market.

### Demand Side Management

Through process engineering, we identify energy inefficiencies in our client's existing infrastructure through on-site assessments of lighting, HVAC, energy management system, and resource utilization. Energy Impact will provide a list of recommendations, capital investment modifications, savings and payback projections, project management, and results tracking to insure our client's are optimally utilizing energy resources.



IMPACTING TODAY - PLANNING FOR TOMORROW

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