



Discover Energy Services...
as-a-Savings

WITH ZERO COST!



Who Are We?

Alternative Utility Services, Inc. "AUS"

- Established Since 1993
- International Utility/Energy Management, Consulting and Service Specialist.
- Leader in *as-a-Savings* Retrofits & Upgrades throughout the United States.

Onsite Utility Services Capital, LLC

- Established by Fritz Kreiss – Owner and President of AUS.
- Funds the Energy Services *as-a-Savings* Funding Platform (off balance sheet).
- Offers Conventional Funding through AUS Service Agreements.

Who Do We Serve?

- *Grocery & Retail*
- *Food Processors*
- *Warehousing & Distribution*
- *Manufacturing & Industrial*
- *Hospitality*
- *Restaurants*
- *Health Care*
- *Property Management*
- *Municipal/Non Profits*

Benefits of the Program:

Energy Services as-a-Savings

- ZERO upfront investment on Program, Process or Services with:
 - ✓ NO Capital Investment or Debt: Keep Yours; Use Ours
 - ✓ NO Financing: Offered as a Service Instead
 - ✓ NO Balance Sheet: Not Required, because Offered as a Service
 - ✓ NO Risk: The Risk is Ours, Warranty Holds Us Accountable
 - ✓ Utility/State Rebates: Integrated Increasing Overall Savings
 - ✓ JUST Savings: Positive Cash Flow from Day 1
 - ✓ Share the Savings: Service Fee Less than Total Energy Savings
 - ✓ Energy Efficient Equipment: Top-Rated Industry Equipment & Technology
 - ✓ Installation: Includes Licensed & Certified Professionals
 - ✓ Monitoring Software: Alerts for Failures or Underperformance.
 - ✓ Equipment Issues: Customer is Reimbursed from AUS for Lost Savings.
 - ✓ Labor Warranty: Duration of Service Agreement & Extensions
 - ✓ Equipment Warranty: Honoring Manufactures Specs. & Terms

Benefits of the Program:

as-a-Savings vs. Utility/State Rebate Programs

	as-a-Service		Rebate Program	
	<u>YES</u>	<u>NO</u>	<u>YES</u>	<u>NO</u>
Upfront Capital Expense		✓	✓	
New Debt Financing		✓	✓	
Provides Equipment		✓	✓	
Installation & Maintenance		✓	✓	
Day 1 Cash Flow Positive	✓			✓

Energy Services *as-a-Savings*... SMART CHOICE!

Services Provided In Program:

- *Utility and Energy Billing Audits*
- *Professional Onsite Energy Audits*
- *Energy Efficiency Retrofits and Upgrades*
- *Telecom, Data and Cable Procurement*
- *Electricity and Gas Procurement*
- *Renewable Energy*
- *Greener Energy*

Definition of Services:

Utility and Energy Billing Audits

- Review Utility bills to find errors and analyze rate issues, and recover overcharges and lock in future savings.
- If we find any mistakes, we work with the utility to get you a refund.
- Utilities: Electric, Gas, Telecom, Data, Water, Sewer, and Waste.

Professional Onsite Energy Audits

- Professional engineers perform comprehensive energy audits, providing the basis for our Energy Services *as-a-Savings* recommendations.

Definition of Services:

Energy Efficiency Retrofits/Upgrades

- New state-of-the-art equipment and system upgrades reducing energy consumption for immediate and long term energy cost savings:
 - **Lighting**: Optimal lighting technologies installed/retrofitted. Better lighting, lower energy usage, and savings.
 - **HVAC**: Optimizing RTU's with advanced controls. Reduced cycles extend RTU life, improve indoor comfort, and lower energy use.
 - **Refrigeration**: Advanced motors with smart sensors and controls reduce cycles and fan speeds, extend compressor life, and reduce energy use.
 - **Water Flow & Conservation**: Smart Valve retrofits that more accurately measure water intake at the meter, and replacement of plumbing fixtures with low volume/low flow fixtures (shower heads, toilets, etc.).

Definition of Services:

Energy Efficiency Retrofits/Upgrades

- New state-of-the-art equipment and system upgrades reducing energy consumption for immediate and long term energy cost savings:
 - **Room Controls**: Sensors and controls automatically sense occupancy and remotely adjust HVAC and lighting systems, reducing energy use and cost.
 - **Ozone Laundry Systems**: Ozone modified injection systems connected to commercial washers; conditions the water providing a cleaner, sanitized outcome, using less water, shorter cycles, and fewer chemicals.
 - **Emergency Generators (Regional)**: Back-up emergency generator to keep your critical systems running during power outages when AUS manages the asset with the RTO's grid reliability incentive programs.

Definition of Services:

Telecom, Data and Cable Procurement

- 70 national Telecom Carrier partners offering the best and lowest rate plans.

Renewable Energy

- Solar Electricity: Low cost and generated onsite, or with “Community Solar” participation; providing long term hedge on rising Energy Costs.

Greener Energy

- Cogeneration (Large Thermal Energy Users): Reduce electric and natural gas costs with Combined Heat and Power “CHP’s” generators, which efficiently produce both electricity and heat for onsite use.
- Geothermal HVAC: Using stable Earth temperatures, through underground piping systems “loop”; to efficiently heat and cool, and lower energy costs.

Savings of the Program:

Savings From Selected EE Measures:

EE Description

Typical Energy Savings

Lighting Upgrades (LED)

15 – 70%

HVAC Retrofits (VFD's, Controls)

15 – 50%

Refrigeration Retrofits (ECM's, Sensors)

15 – 70%

Water Flow/Conservation

10 – 40%

Room Controls

15 – 45%

Ozone Laundry

25 – 70%

Progress of Program:

- **Step 1: Customer Interview Process Performed.**
 - **Questionnaire is filled out and utility bills are reviewed.**
- **Step 2: MOU Proposal Provided and Approved by Customer.**
- **Step 3: Professional On Site Energy Audit Performed.**
- **Step 4: Collect Credit/Financial Information from Customer.**
- **Step 5: EE Measures Selected, Energy Savings Calculated and Verified.**
- **Step 6: Customer Executes Service Plan Agreement with AUS/OUS Capital.**
- **Step 7: Acquire and Install Retrofit/Upgrade Equipment.**
 - **Equipment and Maintenance Included in Service Plan Fee.**
 - **Service Fee is Paid From Larger Savings Generated.**
- **Step 8: End of Service Term... You Own Equipment and Savings 100%.**

It's that simple...

Questions??



Andrew Kirchhoefer

International New Business Development Manager

Video: <http://www.youtube.com/watch?v=AdwUGmIVUQI&sns+em>

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