



Opportunity Energy PMT CMMS


Enhancing Energy Operations and Reducing Costs

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 Energy PMT CMMS

What We Would Like to Achieve Today

- Demonstrate that ESPG can:
reduce costs related to energy while enhancing operations
- Propose that you engage ESPG to conduct an initial screening study that will identify
 - Business objectives
 - Potential cost reduction opportunities and implementation budget
 - Impact on current operations – schedule and resources
 - Funding options
- Substantiate our capabilities
 - Financial and Business Solutions, technologies, corporate credentials




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The Energy Operations Opportunity

- Reduce facility operation and maintenance costs by 5%- 30%
 - Reduce maintenance and repair costs
 - Reduce energy costs
 - Extend asset life
- Enhance Operations Management
 - Improve facility management with better on-line information
 - Improve service quality for occupants
 - Support mission and budget objectives
 - Measure progress towards goals




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Creating Value

- Our process brings the best available technologies and creative financing to enhance operations and reduce costs
 - Proven innovations adapted to our clients
- How we do business
 - We offer a suite of tools that are most powerful when combined
 - Our clients may select just one, or many of our offerings
- Asset Management for Energy
 - An array of decision support tools to generate expert operations and maintenance advice




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Asset Management for Energy

- Preventive Maintenance Tools (PMT)
 - PMT is an intelligent diagnostic operations and predictive maintenance software application that allows operators to make informed decisions about how to most effectively operate and maintain their energy systems.
 - *Typical savings for energy operations budgets are 5-30%*
- Computerized Maintenance Management System (CMMS)
 - CMMS is an enterprise-wide system that allows personnel to track processes, such as work flow, inventory and purchasing. It allows for better decision making (such as an enhanced capital planning), improved service quality (by Enabling a proactive maintenance philosophy) and ability to better manage costs (i.e. by preventing expensive repairs and expensive equipment downtime).
 - *Typical savings for facility maintenance budgets are 15-30%*




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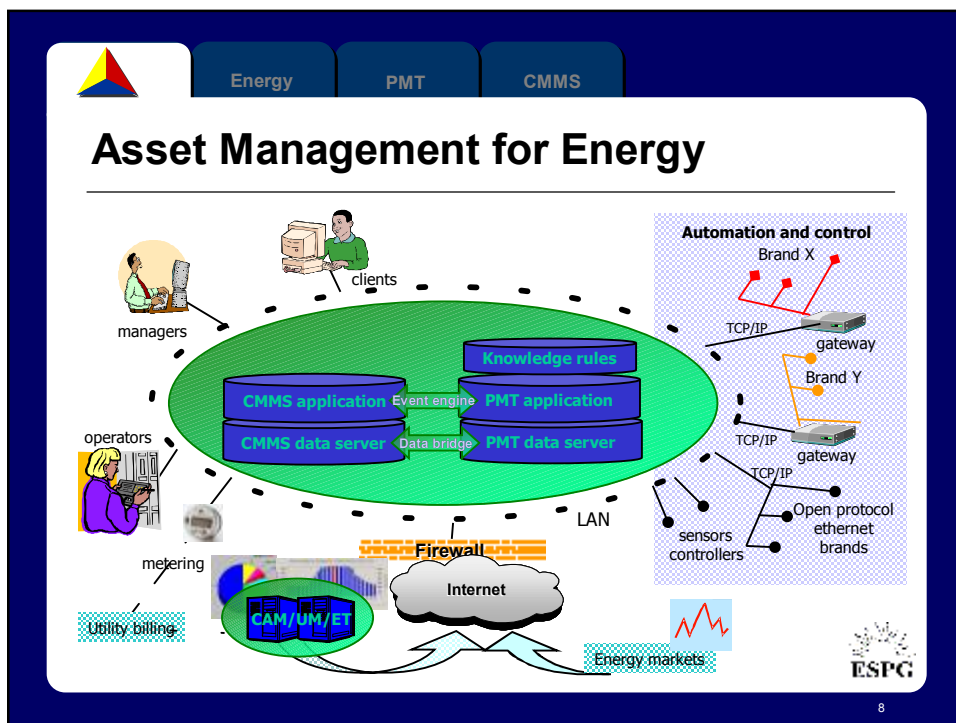
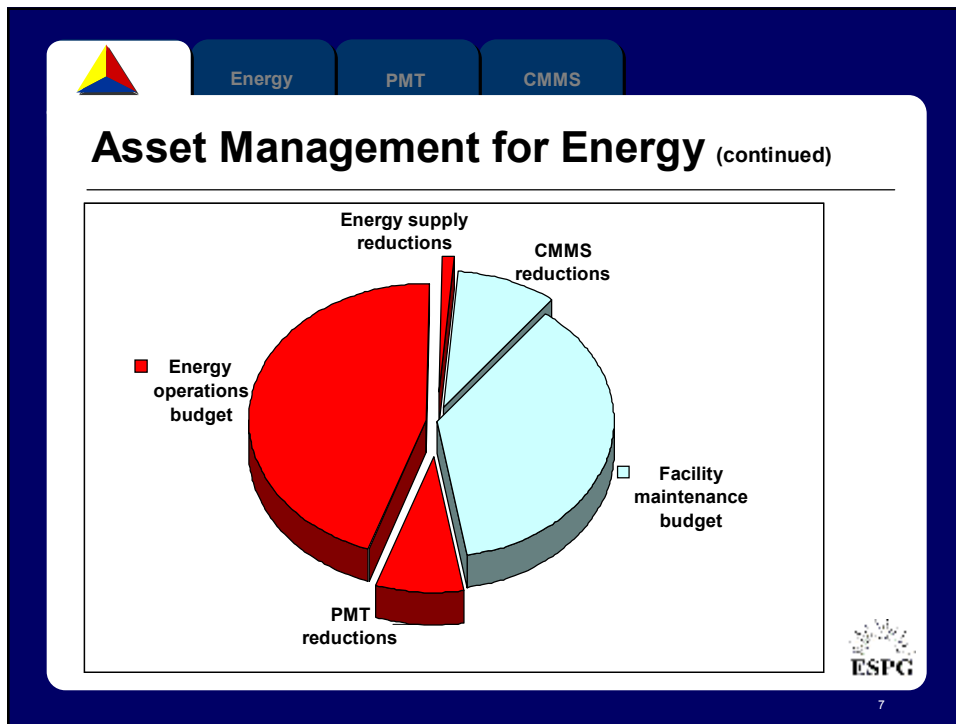
Asset Management for Energy (continued)


- Energy Supply Management
 - **Commodity Acquisition Management (CAM)**
 - Energy purchasing techniques and supply chain management
 - **Utility Management (UM)**
 - Track, monitor and analyze energy cost and consumption
 - Streamline processing of utility bills
 - **Energy Tracking**
 - A complete arsenal of analysis tools for load profiling, load curtailment management, energy usage alarms and usage comparison

Typical savings for energy supply management average 1 to 5%, with some cases reaching 20%




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What's Different About AME?

- It is the first tool to integrate all aspects of facility operations into one platform
 - Plant operations, fuel management, maintenance logistics, inventory, control systems, budgets, training, engineering and job orders
 - Augment the infrastructure using existing systems wherever possible to avoid expensive replacements
 - Incorporate the know-how of experienced operators
- Simple, straightforward, easy to use
- Predictive maintenance algorithms move operations from “putting out fires” to anticipating problems before they become an issue
- Real time condition-based algorithms designed to optimize plant operations, maintenance, and life cycle asset management
- Available to multiple users, anytime, anywhere
 - Consolidate all needed information in the same place
 - Real time and historical data support management strategies
- It builds the bridge between operations, budgets and energy markets




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AME Management Benefits

- Streamline all facilities and energy reporting
- Support benchmarking and key performance metrics
- Answer critical management questions
- Real-time management - variances are quickly identified, problems are anticipated
- Continuous commission keeps facilities at peak condition
- Provide planning, programming and scheduling of maintenance activities
- Increase control over purchasing and inventory
- Facilitate capital planning with real data
- Enhance management reporting with key performance indicators




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ESPG Credentials

- Baltimore-based LLC that has a rich heritage in energy-related fields dating back to 1990
- ESPG is comprised of the best professionals in the industry, whose experience and expertise spans all aspects of the energy services industry
- Pre-approved contractor with the GSA and listed on numerous schedules with the Federal Supply Service
- Serves utilities, retail energy suppliers and customers in the public and private sectors




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Helping Clients 'Do More With Less'

- Our focus on system integration allows us to be vendor neutral
 - Our goal is to reuse rather than replace – both people and systems
 - We get the best from the client's current technologies
 - We can adapt newer technologies quickly
- A philosophy of operational excellence - 'Well informed personnel make better decisions'
 - In a "do more with less" environment, people need support systems to reduce the time needed for each issue
 - \$\$: by bridging to actual operating costs, staff see the financial impact of their decisions and take action before costs have spiraled out of control




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Does It Make 'Cents'?

- Making the finances work is paramount
- The first milestone is creating a Financial and Business Solution for the client
 - Making the benefits fit within the client's business environment
 - Structuring a transaction that works
- In the public sector we frequently find that current infrastructure needs can be funded using future operational savings
- Positive cash flow as soon as possible
- Our focus is on energy related operations

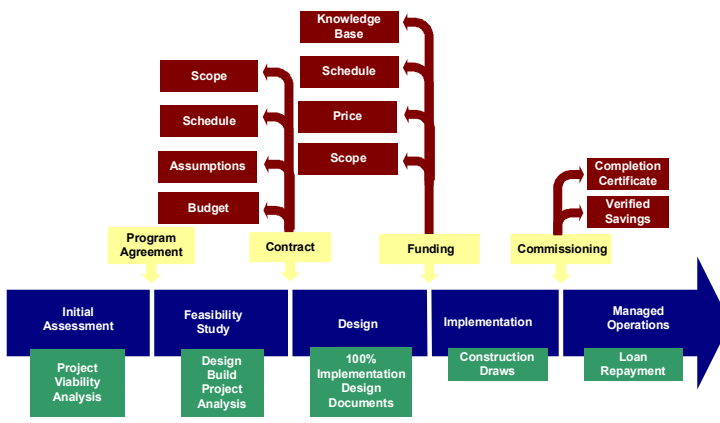


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Project Development Path



The diagram illustrates the Project Development Path as a sequence of five main stages, each with associated milestones and deliverables:


- Initial Assessment:** Includes Project Viability Analysis.
- Feasibility Study:** Includes Design Build Project Analysis.
- Design:** Includes 100% Implementation Design Documents.
- Implementation:** Includes Construction Draws.
- Managed Operations:** Includes Loan Repayment.

Key milestones and deliverables are shown in yellow boxes above the stages:

- Program Agreement:** Occurs between Initial Assessment and Feasibility Study.
- Contract:** Occurs between Feasibility Study and Design.
- Funding:** Occurs between Design and Implementation.
- Commissioning:** Occurs between Implementation and Managed Operations.

Additional deliverables and milestones are shown in red boxes:

- Knowledge Base:** A vertical stack of boxes (Scope, Schedule, Price, Scope) connected to the main path.
- Completion Certificate** and **Verified Savings:** Final milestones at the end of the Managed Operations stage.



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