

**For all solutions, we need to see copies of current utility bills. Without the bills, we are unable to provide**

### **Electricity**

**Provider: 75 + retail energy providers automated through the Nuage Energy online procurement platform.**

Commission is calculated on volume measured in Kwh (kilowatt hours). Payout per Kwh can range from \$.001 to \$.005 per Kwh. Commission is paid monthly for the term of the contract.

Example: Small to Medium sized business using 500,000 Kwh of electricity per year can generate a yearly commission of up to \$2,500 per year.

*Notes: No provisioning or customer service required. Commission ranges depends on competition, currently cost of energy, length of contract and what the customer is currently paying. Contract needs to be re-signed at the*

### **Natural Gas**

**Provider: 75 + retail energy providers automated through the Nuage Energy online procurement platform.**

Commission is calculated on volume measured in therms. Payout per therm can range from \$.01 to \$.03 per therm. Commission is paid monthly for the term of the contract.

Example: Small to Medium sized business using 150,000 terms of gas per year can generate a early commission

*Notes: No provisioning or customer service required. Commission ranges depends on competition, currently cost of energy, length of contract and what the customer is currently paying. Contract needs to be re-signed at the*

### **LED Lighting**

**Provider: ThinkLite & EnergyWare**

Commission is calculated on project cost. Payout is up to 15% on standard pricing.

Example: Multi location retail or manufacturing facility retrofits to LED lighting. Project cost for lighting totals \$500,000 generating a commission potential of up to \$75,000.

*Notes: We try and prove a quick ROI, usually less than 3 years. Financing is available.*

### **HVAC**

**Provider: BuildingIQ**

Commission based on suite of services offered, from energy worksite to fully manager predictive energy optimization and can range from 15% to 30% of contract.

Example: 200,000 sq. ft. commercial office space running a fully managed Building solution can generate up to \$6000 per year commission.

*Note: provider strives to show ROI less than 1 year. There are many incentives and programs with the utilities that cover some or all of the cost of BuildingIQ.*

### **IoT & Cloud**

**Provider: GDC, SenseWare, BuildingIQ, Observables**

IoT connected sensors across multiple points of a building or portfolio of properties delivers data to analyze energy use. 15% commission possible based on deployment and access to energy portal to analyze, benchmark

Example: Multi unit franchise operator connects 30 locations to monitor and compare enrgy use. Based on a monthly fee of \$100 per location, MRC of \$450 possible.

### **Solar**

#### **Provider: REC Solar**

Commission is based on size of project and can range from 1% - 4% of total cost. Commercial solar opportunities typically involve a long and highly technical sales process but can yield attractive commissions.

Example: 500,000 sq. ft. distribution center off-sets the cost of electricity and adds additional capacity to sell back to the utility could net a \$30,000 one time commission.

*Note: incentives and rebates are available at the federal and sometimes state level. Not all states and utilities allow for net metering. Financing is available.*

### **Electric Vehicle Charging Stations**

#### **Provider: EVConnect**

Commission is calculated on hardware (2% upfront) and software (10% MRC). Hardware solutions range from \$1,500 to \$10,000 and software solutions start at \$99.

Example: Parking garage adding 10 charging stations at \$4000 per station would generate \$800 one time upfront and a software MRC of \$100.

*Notes: EVConnect offers full turnkey installations or provides just the software to the existing station*

### **Water Savings**

#### **Provider: Smart Valve**

Commission is 40% onetime up front based on size of the water meter. Customer is responsible for arranging and paying for installation.

#### **Size - Cost**

1" - \$1,000

1 1/2" - \$2,000

2" - \$2,500

3" - \$6,000

4" - \$8,000

6" - \$12,000

8" - \$16,000

10" - \$18,000

12" - \$20,000

Above 12" - Custom Quote

Example: Golf course with a 2" water meter would be matched with a 2" valve. Commission would be \$1000

*Notes: Client generates purchase order and pays provider via credit card, PayPal or company check.*

### **Waste & Energy Audit/Expense Management**

#### **Provider: P3 Consulting**

Commission is 20% of revenue generated from savings.