

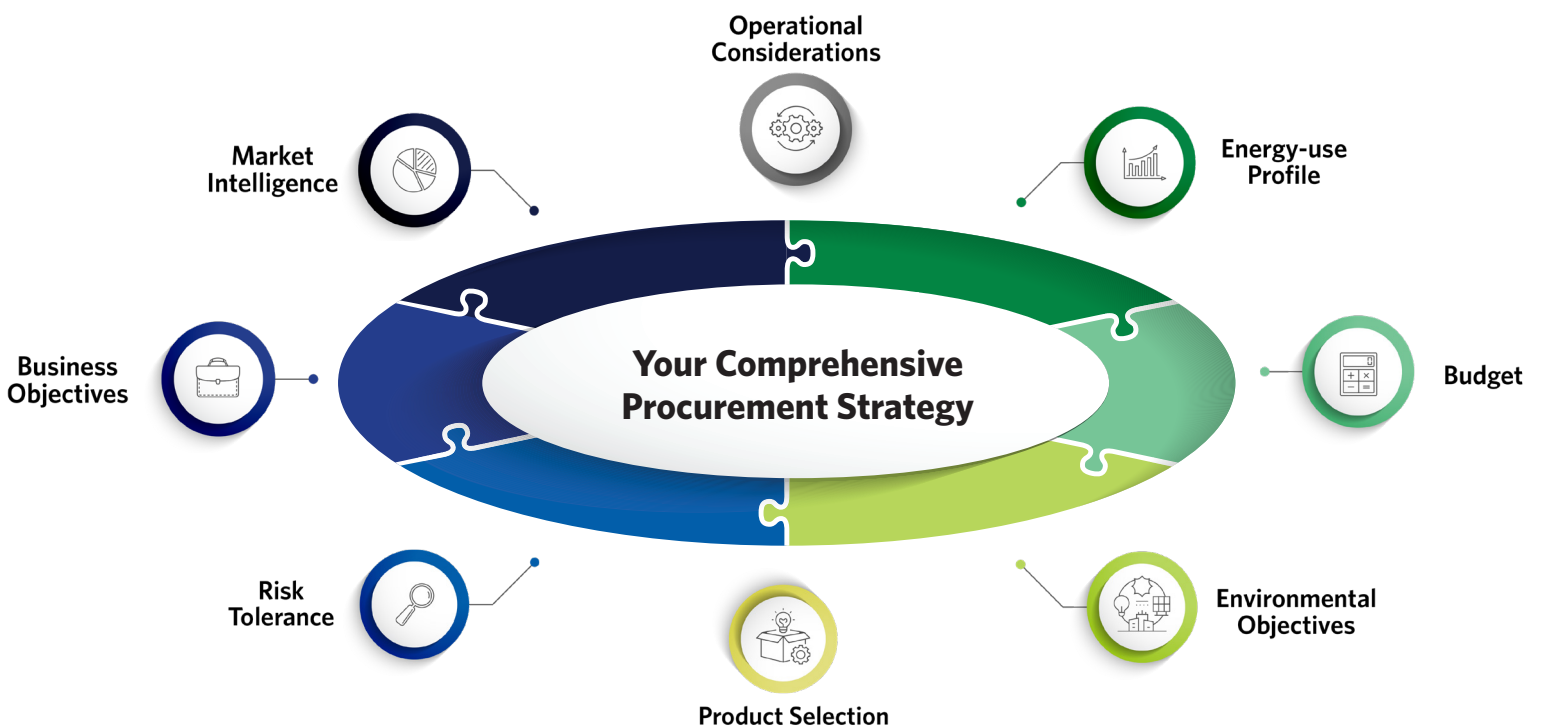
NORESCO's Comprehensive, Engineering-Based Approach to Energy Purchasing and Risk Management



NORESCO works side-by-side with every customer to create a comprehensive procurement strategy that outlines a well-defined action plan with clear objectives and detailed approach. We develop a roadmap for product and supplier selection, including analysis, methodology, risk assessment and timing for final pricing. All of these factors add up to a thoughtful energy buying program that minimizes costs and maximizes contractual protections and operational flexibility.

Creating and Managing Your Customized Energy Procurement Strategy

Having a trusted partner to help define and balance your risk tolerance with your energy procurement goals is crucial to long-term, consistent success. NORESKO works closely with you to develop a customized approach that is considerate of, and complementary to, your unique energy-use profile, tolerance for risk and market exposure, and long-term business and renewable energy goals.



NO RESCO's Comprehensive, Engineering-Based Approach to Energy Purchasing and Risk Management



NO RESCO uses a methodical, regimented process that considers numerous factors when working with our clients to create their strategy. These factors include:

- Current market conditions, including futures prices and other applicable factors such as weather forecasts, projected customer demand and energy usage, grid-area constraints, production restrictions and potential regulatory changes
- Risk tolerance, such as accepting the upside risk of a product that is directly exposed (in full or in part) to spot market prices
- Contract structure, including pricing and product alternatives
- Renewable energy goals
- Budget objectives and fiscal cycles
- Pending projects that may have a material impact on consumption
- Rare or unplanned events that can directly disrupt procurement contract terms

Our unique and customized approach to energy procurement, coupled with our decades of industry experience, proprietary tools and vast resources assures customers that they are optimally positioned. We provide our customers with the necessary confidence that their procurement process is complementary to operations. Additionally, our team is constantly keeping a pulse on the energy market for changes and trends ensuring our customers receive relevant information in a timely manner. Our long-standing relationship with a vast network of retail suppliers ensures maximum competition in each and every formal procurement process.

NORESCO draws on vital market data, energy statistics, and pricing indicators to help customers make these important decisions. NORESKO actively monitors energy market conditions, trends, and regulatory proceedings. We help you maintain a “bid-ready” position, so that you are prepared to act when market opportunities present themselves. Having readily available and relevant market information, as well as experienced energy professionals, is critical to making informed decisions regarding energy purchases.



Energy Review Series: Customized. Client-Specific.

Don't let contract expiration dates drive your buying decisions. Let the market and a well-planned strategy dictate when you buy. One of the most important tasks a consultant can perform is to help determine the right time to buy. The timing of your purchase is important, but the strip of energy that is being purchased is also a critical consideration.

Results can be dramatically improved when customers are armed with NORESKO's resources including:

- Experience from having facilitated years of energy transactions
- A keen understanding of the retail supply companies, including their respective strengths, staff, offerings, processes, and competitiveness in different market.
- Expertise with understanding available product options
- Proficiency with energy contract terms and conditions to maximize the interests of our clients
- A thorough analysis and engineering-based understanding of a facility's load factor and operating capabilities as it relates to electricity procurement
- Indicative pricing. Access to readily available market data that is meaningful to an owner

In our experience, most customers value rate certainty and are driven to maximize cost savings wherever possible. Understanding that energy is ultimately a market-based commodity and that prices can be exceptionally volatile when left to chance, NORESKO is on-hand to facilitate proactive energy sourcing and helping to identify the right time(s) of year for you.



Transparency and Quality Assurance

Our standard practices and discipline provide assurance that the entire procurement process is progressing accurately and on schedule. Many customers with a large number of meters appreciate simplifying what is otherwise a complex procurement cycle. Our customers have visibility into our processes, clearly identifying which tasks are completed, and which remain. Our tools are goal-oriented and tuned to each level of the procurement process. Besides comparing savings expectations to the current contract, we also provide a review of all procurement product and term options. Such comparisons help our customers weigh savings potential of various terms versus their associated risks.

Savings on Both Sides of the Meter

Thoughtful planning is essential to effectively navigate through growth, downsizing or substantial changes to occupancy and energy usage. Our in-depth review process and internal access to more than 50 licensed Professional Engineers on staff help to ensure that current and proposed supply contracts accurately consider future needs. Additionally, our analysis combines interval data from the local utility with historical weather data. This technique can pinpoint potential demand-side corrections and cost-cutting operational tactics, ultimately lowering utility costs.

NORESCO's full-service capabilities allow us to assess both the demand-side and supply-side of energy consumption. Our energy procurement professionals collaborate with our energy engineers and sustainability services professionals to provide supply-side analysis prior to stepping foot into our customers' buildings. Our highly detailed analysis of interval data at the 15- or 30-minute level may also uncover billing or operational concerns that would have otherwise gone undetected and uncorrected. Once we complete our full analysis by studying the interval data, electrical rate tariffs, weather implications, and operational profiles, we then work with our energy engineering team to drive even further savings.