

DEPARTMENT OF ENERGY SUPER ESPC QUALIFICATION SHEET

WESTERN REGION • CENTRAL REGION • MIDWEST REGION • SOUTHEAST REGION • MID-ATLANTIC REGION • NORTHEAST REGION

INTRODUCTION

NORESKO specializes in the turnkey development and implementation of Energy Savings Performance Contract (ESPC) projects for Federal and State Government clients. ESPC is a contracting vehicle that leverages contractor investment and, therefore, requires no capital investment on the part of the Government. Instead, the contractor incurs all costs and risks of development and implementation of energy efficiency and facility infrastructure upgrade projects in exchange for a share of the verified energy, resource, and operational savings produced.

NORESCO's approach to ESPC projects is to provide comprehensive, customized solutions to match the individual needs of our customers. We apply rigorous value engineering in the development of projects, which maximizes energy savings while improving the facility's energy system infrastructure and operational reliability. We view the ESPC process as a partnership and, therefore, focus on strong communications with our clients to achieve consistency with their goals and objectives and assure complete customer satisfaction. Ours is a whole-facility approach that focuses on achieving energy efficiency improvements and environmental compliance on a least-cost, life-cycle basis. To accomplish this, we go beyond simple replacement of equipment with higher efficiency models. Instead, we consider facility-wide long-term planning and mission objectives. We seek to develop superior designs and processes, we pursue procurement of lower cost energy resources in the evolving deregulated energy market, and we develop energy conservation measures that are compatible with, and will enhance, current systems and operational practices at the facility.

To maximize process efficiency, accountability, coordination, and overall economic performance, NORESKO has developed an integrated, vertical services approach under which all of the major project phases, including analysis, engineering, design, measurement and verification (M&V), construction management, and operations and maintenance (O&M) functions, are managed and executed by our experienced in-house staff. With this vertical approach, NORESKO has emerged as a leading low-cost provider to the Government ESPC market. As a

result, NORESKO has been awarded in excess of \$2.2 billion in Government ESPC Indefinite Delivery/Indefinite Quantity (ID/IQ) contracts and stands as the only firm in the country to be selected for all of the Department of Defense (DOD) and Department of Energy (DOE) Super ESPC regional contract awards issued to date. Below we offer a brief description of our vertically integrated, customized ESPC approach, followed by summary descriptions of some of our more recent Government ESPC projects.

VERTICALLY INTEGRATED APPROACH

The ESPC process is one that must be performed in the spirit of partnership by an experienced team that is well-coordinated, results-driven, and focused on communication and customer satisfaction. NORESKO's unique approach for developing customized ESPC projects involves a multi-disciplinary team effort designed to process a large quantity and variety of information while achieving continuity between disciplines and across project phases.

NORESCO's team members consist of technical experts from analysis, engineering, design, construction, O&M, and M&V disciplines. These technical disciplines are supplemented by financial, contractual, energy source procurement, and risk management professionals. This cross-functional in-house team approach maximizes project benefits under the ESPC Delivery Order process, as the nature of an ESPC Delivery Order involves all of these disciplines and requires their specialization.

NORESCO's team members institute a highly rigorous site investigation and detailed analysis to minimize "guess work" and, therefore, risk to both parties. All savings analyses, engineering, design, pricing, and construction activities pass through an internal quality control process performed by our most senior and expert personnel. As a result, we have the ability to clearly identify and make aware to all parties the various areas of risk, their responsibility, and the methods and procedures required to mitigate those risks to ensure a successful ESPC project.



PROJECT EXPERIENCE

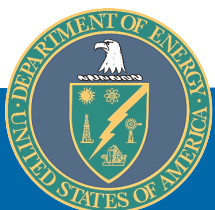
Through our superior technical offering and low-cost structure, NORESKO has achieved some of the highest technical merit rankings in each of the major regional ESPC ID/IQ solicitations. As a result, we have been selected as the energy partner for ESPC projects by such agencies as the U.S. Army, U.S. Navy, U.S. Air Force, U.S. Coast Guard, the Architect of the Capitol, U.S. Army Medical Command, General Services Administration,

Veterans Administration, Environmental Protection Agency, and the Department of Labor. We work closely with these agencies to improve and streamline the ESPC process and assist them in reaching federally mandated energy reduction goals. NORESKO has also been at the forefront in pursuing the implementation of renewable energy source technologies, including the only wind resource power projects under ESPC in the country.

The following table summarizes and provides reference information for several representative ESPC projects completed by NORESKO. These projects have been selected to illustrate the full range of our ESPC project experience with regard to both the diversity of technologies and the magnitude of the undertakings. They also provide insight into the unique combination of capabilities that NORESKO can provide as a vertically integrated full-service energy firm with extensive technical skills and financial strength and a proven record of success in developing and implementing ESPC projects.

Facility Name and Location	Capital Investment	Annual Savings	Technologies Installed
General Services Administration Atlanta, GA	\$7,279,005	\$499,091	Lighting, Chiller Plant, VFDs, HVAC
Navy Region Southwest San Diego, CA	\$33,217,000	\$5,085,000	Lighting, EMCS, HVAC, 750-kW PV, Microturbines, Compressed Air, DDC Upgrade, Irrigation Centralized Control System, HVAC, 5-MW Steam Turbine Generator
Department of Energy Pantex Facility, Amarillo, TX	\$24,000,000	\$3,501,500	Lighting, EMCS, Chiller Consolidation, Solar Water Heater, Ozone Laundry
National Institutes of Health Bethesda, MD	\$12,000,000	\$2,115,000	Lighting, Water, Installation of Meters, Steam Traps, Condensate Return Units and Insulation, Repair of Piping Leaks
Naval Station Guantanamo Bay, Cuba	\$26,000,000	\$3,200,000	Wind Turbines, Diesel Generators, Lighting, Water

To learn more about **NORESCO**, please visit our website at www.noresco.com or contact Michael Beccaria at (770) 395-0342.



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