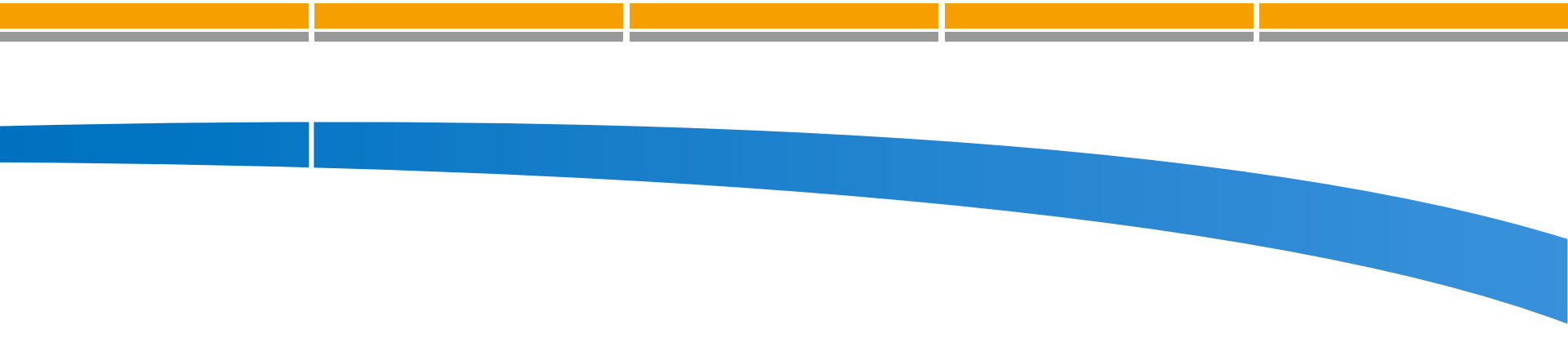


EXHIBIT B3
CASE REFERENCE : 13-1570-EL-AGG

Energy Management Services Overview & Value to Clients



Agenda

- **Introduction of Emissions Consult**
 - **Value**
 - **Emission Consult– Our Services and Processes**
 - Data Collection (Bill Payment)
 - Information Management
 - Energy Strategy
 - Procurement
 - Energy Conservation Measures
 - Savings & Reduced Risk
-

Introduction of Emissions Consult

Who We Are

- **Emissions Consult provides comprehensive energy management services to single and multi-site commercial, industrial and non-governmental enterprises.**
 - **Emissions Consult is a strategic resource to our clients, allowing the clients to maximize energy savings opportunities and avoid costs in their energy portfolios in a manner consistent with their sustainability objectives.**
-

Who We Are

- **Manage \$40 Million Energy Portfolio**
 - **Team: Average 12+ years industry experience**
 - **Expertise: Info. Mgmt., Reg. and Dereg. Markets, Procurement, Conservation**
 - **Strong growth rate because of our commitment to customer satisfaction**
-

Our Services

- **Utility Bill Payment**
 - **Information Management**
 - **Web Reporting**
 - **Utility Bill Auditing**
 - **Risk Management Strategy**
 - **Electric and Natural Gas Procurement**
 - **Energy Budgeting / Forecasting**
 - **Rebate Administration**
 - **Energy Conservation Management**
 - **Green Strategy**
 - **Green House Gas Reporting**
 - **Carbon Footprint Calculations and Reporting**
 - **Energy Star Hosting / Certification**
 - **Demand Response**
 - **LEED**
-

Value

How We'll Bring Value



- Bill payment process
- Capture utility billing information
- Includes usage units and rate code
- Bill exception audits

- Energy database
- Web access and reporting
- 12-month usage profile
- Historical bill audits
- Weather normalization
- Budgeting / Forecasting

- Energy strategy
- Green objectives
- Demand response

- Contracts
- Hedges
- Green Options

- LEED
- Energy Star
- Facility op. matrix
- Audits / Surveys
- RFP management
- Measurement and verification
- GHG reporting
- Rebates
- Carbon footprint
- Demand response

- Reduce overall costs and manage risk

Value

- **Emissions Consult will expedite a smooth consolidation of energy bill payment and information management.**

- **Emissions Consult's bill payment process is industry leading.**

- Accurate and reliable service
- Dedicated Project Manager.
- Pre- and Post-Payment bill review, reduced late fees, vendor issue resolution, account maintenance, etc.
- Data capture includes all critical spend and usage data.
- Data integrity.....Essential for all other services

Clients will have an industry best web accessible energy database.

- Tools and resources that support Client's energy conservation and demand side management initiatives – LEED/ Energy Star, environmental reporting, etc.
- Acieva will take advantage of the one stop shop for data and information.
- A state of the art web site will further enhance the reporting capabilities.

- **Emissions Consult utilizes a team approach.**

- Client Account Manager.
 - Project Managers for the individual services (i.e., bill payment and info management, electric, natural gas, demand side, etc.).
 - Practice Specialists within those services (i.e., geographic specialties for electric and natural gas).
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Value

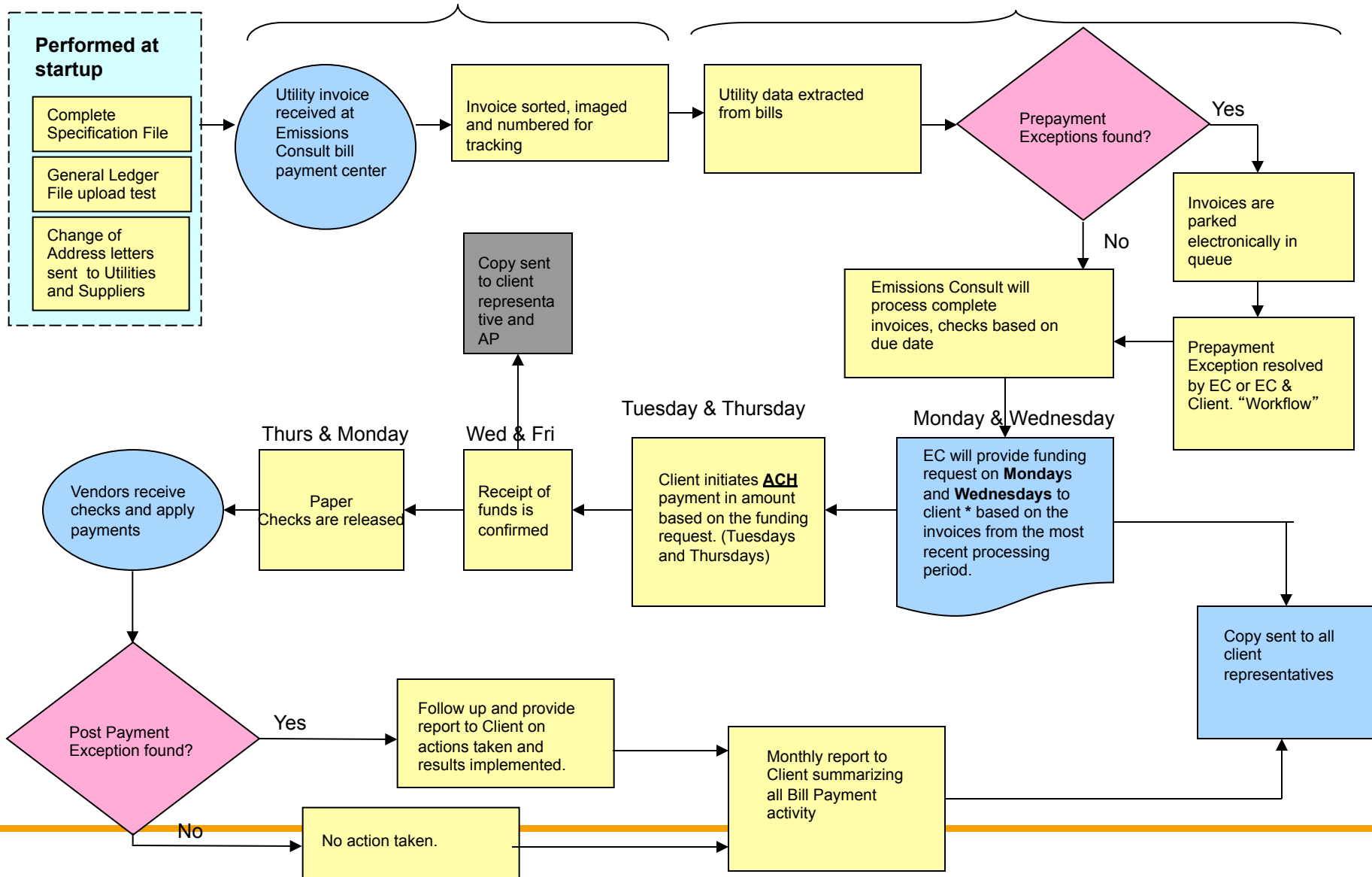
- **Emissions Consult will bring value through electric and natural gas procurement activity for Clients**
 - Maximize savings opportunities and manage risk through our comprehensive energy market knowledge and experience.
 - Quantify and manage Client's tolerance for price risk, volumetric risk, and counterparty risk.
 - **Emissions Consult can support green initiatives in line with Clients sustainability objectives.**
 - LEED
 - Energy Star
 - Environmental reporting (e.g., greenhouse gas, carbon footprint, etc.)
 - Renewable Energy Certificates (REC's)
 - Energy conservation and education
 - Employee conservation programs
 - **Emissions Consult can support clients with demand side initiatives.**
 - Engage our resources as well as Client's existing contractor relationships.
-



Bill Payment

- **A comprehensive end-to-end process for managing utility transactions.**

Utility Bill Payment Process for Bi-weekly Funding Based on Process Date



Pre-Payment Exceptions

- Inactive Account Number
- Inactive Site
- Inactive Site Code
- Non-Utility Charge
- Non-Payable Service Type
- Account Not on File (“ACNOF”)
- Non-Payable Name
- Deposit
- Amount Exceeds \$ Threshold Limit

Post-Payment Exceptions

- Monitor the daily exception report and research accuracy post payment for both billed usage and cost exception variances:
 - Keying errors
 - Seasonal or weather related variances
 - Operational variances
 - Billing errors from which the vendor will be contacted to correct errors. Credits will be verified in next month’s billing.

Energy usage analysis

Year Built	Construction	Square footage	Use	Electric	Natural gas	Heating system	Electric Cost per Sq ft	Gas Cost per Sq ft
1950	1 story masonry	1,615	residential	1,629	1,412	gas central heat & air	\$1.01	\$0.87
1967	1 story masonry	1,064	residential	2,924	1,343	gas central heat & air	\$2.75	\$1.26

Bill Payment Value Add

- **Dedicated Project Manager**
- **Reduce late fees**
- **Vendor issues**
 - Account number changes, billing issues, misapplied payments
- **Monthly maintenance activities**
 - Account adds
 - Site adds
 - Coordination with procurement efforts
- **Data integrity**
 - Accurate data for reporting, procurement, and auditing
- **Shut-off management**
 - Process for “Warnings” and “Wrench at the Door” situations
- **“Workflow” exception management**
- **Monthly savings activities and reporting**

Information Management

■ Data Warehouse

- Emissions Consult uses our information management tools and consulting resources to:
 - Target bill audits
 - Develop procurement and ECM opportunities
 - Manage volumetric and price / value at risk
 - Develop 12-month usage & cost profile
 - Identify open positions
 - Identify billing errors
 - Prepare budgets / forecasts
 - Provide reporting; i.e., energy, environmental
 - Energy Star ratings
 - Weather normalization
- ❖ ***Key here: We capture data in the warehouse for energy management purposes. The data warehouse has capabilities beyond those of a typical accounts payable database.***

Historical Bill Audits – The Strategic Approach

■ Targeting Methodology

- Account size
- Identified vendors with rate options for account size
- National vendors with commission approved tariff changes
- Service type
- Lease audits - Usage & cost per unit

■ Opportunities

- Rate changes
 - Time of Use, Demand-based rates, Riders, Volumes
- Billing error refunds
- Contract demand adjustments
- Estimated billing errors
- Vendor rebills
- Trash or Water/Sewer opportunities



Historical Bill Audits – Typical Outcomes

- **Electric**

- Rate changes
 - Time of Use, Demand Based Rates, Electric Heat Riders
- Billing errors
- Contract demand adjustments

- **Natural Gas**

- Rate changes
- Billing errors

- **Water/Sewer**

- Billing errors
- Sewer deduct meters

- **Refuse**

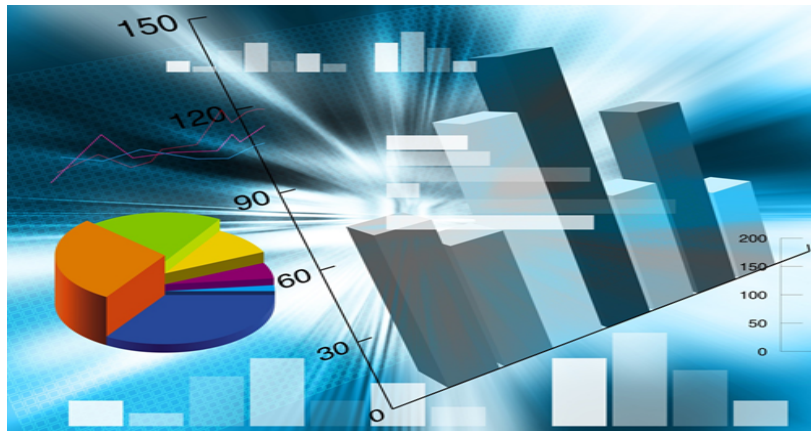
- Pick-up frequency
- Container Size

- **Security deposit refunds**

- **Future and credit refund opportunities**

Budgeting / Forecasting / Variance Reporting

- Develop energy budgets for the upcoming fiscal year
- Volumes, commodity pricing and regulated rates are forecasted at the utility account level, by month
- The budget information can also include a refresh on the second half of the current fiscal year
- Identify rate and volume variances to budget



Managing Risk in Energy Costs

■ Procurement

- Electric and Natural Gas Solicitations
 - Key Objective: Identify price risk and savings opportunities based on portfolio contracted and uncontracted positions.

■ Historical Bill Audits

- Key Objective: Utilize a targeted approach based on account characteristics and utility knowledge from past successes in identifying savings opportunities within the Utility portfolio.

■ Energy Conservation Measures

- Key Objective: Establish the client's demand side energy performance and determine opportunities that can improve on that measure.

❖ ***An understanding of client's sustainability objectives is a key part of these processes.***

Data
Collection

Information
Management

Energy
Strategy

Procurement

Energy
Conservation
Measures

Savings &
Reduced Risk

Electricity and Natural Gas Solicitations

- Quantify and Hedge
 - Price Risk
 - Volatility in utility default pricing
 - Least cost supplier alternative
 - Volumetric Risk
 - Consumption patterns
 - Counter Party Risk
 - Ability to deliver and perform
-

Energy Conservation Measures

- Benchmarking and outlier analyses
 - Energy Star Portfolio Manager – External Rating
 - Facility Opportunity Matrix – Internal Rating
 - ECM opportunity identification
 - ECM RFP services on identified energy savings opportunities
 - ECM implementation management
 - Energy savings measurement and verification services on implemented conservation initiatives
 - LEED Services
 - Energy Star label
 - Energy rebate identification and implementation for planned site renovations and new facilities
-



LEED Services

- **Assist client team through the process and help with reviewing and submitting required documentation to the United States Green Building Council (USGBC).**
 - Phase I – Identification
 - Phase II – Implementation Strategies
 - Phase III – Implementation
 - Phase IV – LEED Submission
-

Bill Audits

- **Sewer deduct meter opportunities**
 - **Accounts with fees, but zero usage**
 - **Rate change opportunities**
 - **Commission-approved rate changes**
 - **Deep dive steam audit to correct utility misbillings**
-

Questions

