
PUBLIC/PRIVATE SCHOOLS GUIDE

TO REAL ENERGY SAVINGS





ENERGY EFFICIENCY WITH NO RFP

OUTSOURCED ENERGY MANAGEMENT LETS YOU GO GREEN AT NO COST OR CONTINGENCY TO YOUR BUDGET

BEYOND PROMISES: GOING GREEN, FOR REAL.

Cutting the monthly energy bill and carbon footprint of your school system makes more than a good impression, it makes you more ready for challenges like getting back into operation after prolonged downtime or helping to fight climate change. If you manage a single school or multiple facilities and education campuses, energy efficiency is your only path forward. Newer, greener equipment phases out the old, giving your students and teachers a better, healthier classroom environment. And at the most basic level, using less energy means saving more money.

You already know that. You also know that promises to solve your energy needs are nothing new. For decades, every improvement in efficiency technology from solar energy to smart thermostats was supposed to be the big green change that would revolutionize energy efficiency for public education, someday.

THE GOOD NEWS: “Someday” is today. Really. Energy efficiency in educational buildings – old and new - has hit a big tipping point. Many technologies like LED lighting, smart HVAC systems, and energy

monitors can now deliver real results that not only save energy, but fundamentally change and improve the building environment for students, faculty and administrators. If they’re properly implemented and integrated, the right solutions pay for themselves many times over and eliminate the need for additional future CAPEX.

THE BAD NEWS: Implementation and integration aren’t easy. The technologies you need often come from many different vendors. They aren’t cheap, they need to be installed in every room of your schools and networked together, and they don’t come with guarantees that they will work together, either. In fact, some vendors charge huge premiums to public institutions because they know you are busy and they can get away with it.

THE REAL GOOD NEWS: Now there’s finally a practical way to take advantage of advances in energy efficiency: a new kind of company takes care of all the work and hassle of going green while you and your school system enjoy the benefits. The industry term for these new outsourcing companies is “**Energy Efficiency as a Service**” providers or **EEaaS** (sometimes simplified to Energy as a Service/EaaS).



PRO TIP: GO GREEN AND SHOW IT

Students, parents, and school board members value and support your environmental responsibility.





HOW ENERGY EFFICIENCY AS A SERVICE WORKS

The EEaaS outsourcing model is simple and powerful. There are variations in how it is performed and delivered, but the basic form is similar for most EEaaS companies:

After a facility assessment, the EEaaS provider computes an energy use reduction based on a plan of suggested technology upgrades, including sensors and monitoring. If you contract with them, they implement that plan. Energy and cost are saved, with a portion of the savings going to pay for the technology and monitoring.

You should carefully look at how much of the burden of cost, risk, and work needed to deliver those savings is assumed by your EEaaS provider, and how much will still be placed on your school.



IN SHORT:

WITH THE RIGHT EEaaS PARTNER, YOU CAN GET A GUARANTEED INCREASE IN ENERGY EFFICIENCY WITHOUT SPENDING ANY OF YOUR OWN MONEY. THAT MAY MEAN YOU CAN AVOID A LENGTHY, WASTEFUL RFP PROCESS, AND START SAVING IMMEDIATELY.

**ENERGY
EFFICIENCY
GOES UP**



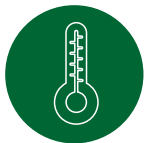
**COSTS
GO
DOWN**



A WELL-CHOSEN EaaS PROVIDER WILL TYPICALLY INCLUDE THE FOLLOWING UPGRADES, ALL INSTALLED, MONITORED, AND MAINTAINED AT NO COST TO YOU:



Design and installation of premium interior and exterior **LED lighting systems** – bright, clear, and with adjustable “colors” to fit each learning and classroom requirement.



Multi-level modifications, equipment additions, reprogramming, and upgrades to your HVAC systems to not only save energy but to make them perform better, and to produce the **more comfortable, controlled environment** your students, teachers, and admin staff deserve.



Double-digit percentage decreases in energy consumption if your vendor is capable of properly addressing the specialized needs of school facilities: classrooms, gyms, pools, stadiums, music and assembly halls, cafeterias, and kitchens.



Comprehensive sub-metering at your points of consumption, **24/7/365** – to give your maintenance crews control from anywhere to reduce inefficiencies and wasted energy everywhere.



Multi-phase energy, temperature, and other **useful data** on many sub-areas of every building.



Integrated controls (energy demand response timing) which reduce charges by shifting usage to the most cost-effective times of day.



Transitioning to partial or full use of **renewable power** generation sources like solar and geothermal, where practical.



Even involve students and faculty in **hands-on efficiency learning** and operational experiences.



STILL NOT SURE ABOUT EEaaS?

You have other options. You could go through a lengthy RFP process and engage a traditional ESCO in an expensive performance contract, hoping it might pay off, many years from now. Or you could wait to decide, wasting energy and money every month.

Top EEaaS vendors will work with you to offer an assessment of exactly what savings will be driven and how much to expect efficiency to increase. Expect them to be transparent about how much of that reduction goes directly to you as guaranteed cost savings, how much goes into your buildings in the form of CAPEX spending per building and how much goes into the Vendor as fees and charges. Details should be made available before you enter into any contract or your vendor should take the entire risk of everything working out.

→ DO YOU HAVE THE RIGHT EEaaS VENDOR?

Here are some important things to look for before you make any final decisions:

- Does your vendor show you their actual costs and find ways to implement your plans without a costly and time-consuming RFP that saves you nothing?
- Make sure your vendor looks at energy efficiency holistically, with all factors and options on the table based on real time monitoring and off-site analysis.
- Double check the contract promises for any contingencies: Is your vendor actually taking the risk of their technology solutions working or asking you to take the risk?
- Does your vendor have the capital, engineering, and installation capability to handle your school's unique needs, across all of its facilities?
- Ask if your vendor can convert your school system to clean and resilient power sources for electricity such as solar, micro-grids, or even geothermal.
- Verify the quality of the LED lights, HVAC, refrigeration, HW Heaters, heat pumps, and other components they provide.
- Get a guarantee that they will cover the cost of maintenance, repairs, and monitoring of everything they install.
- Require your vendor to provide detailed monthly reports on progress and savings.
- Now that you've looked at the technology and processes involved; do you think this vendor's capabilities and guaranteed results are superior to a traditional ESCO performance contract?

WHY CHANGE TO EEaaS?

Clearly EEaaS provides several major benefits:

- Going green can be painless!
- Increase Energy Efficiency at no cost
- Savings are guaranteed, with no risk to you
- Improve the lighting, climate control, and entire scholastic environment
- Retain your own capital for other campus-related investments

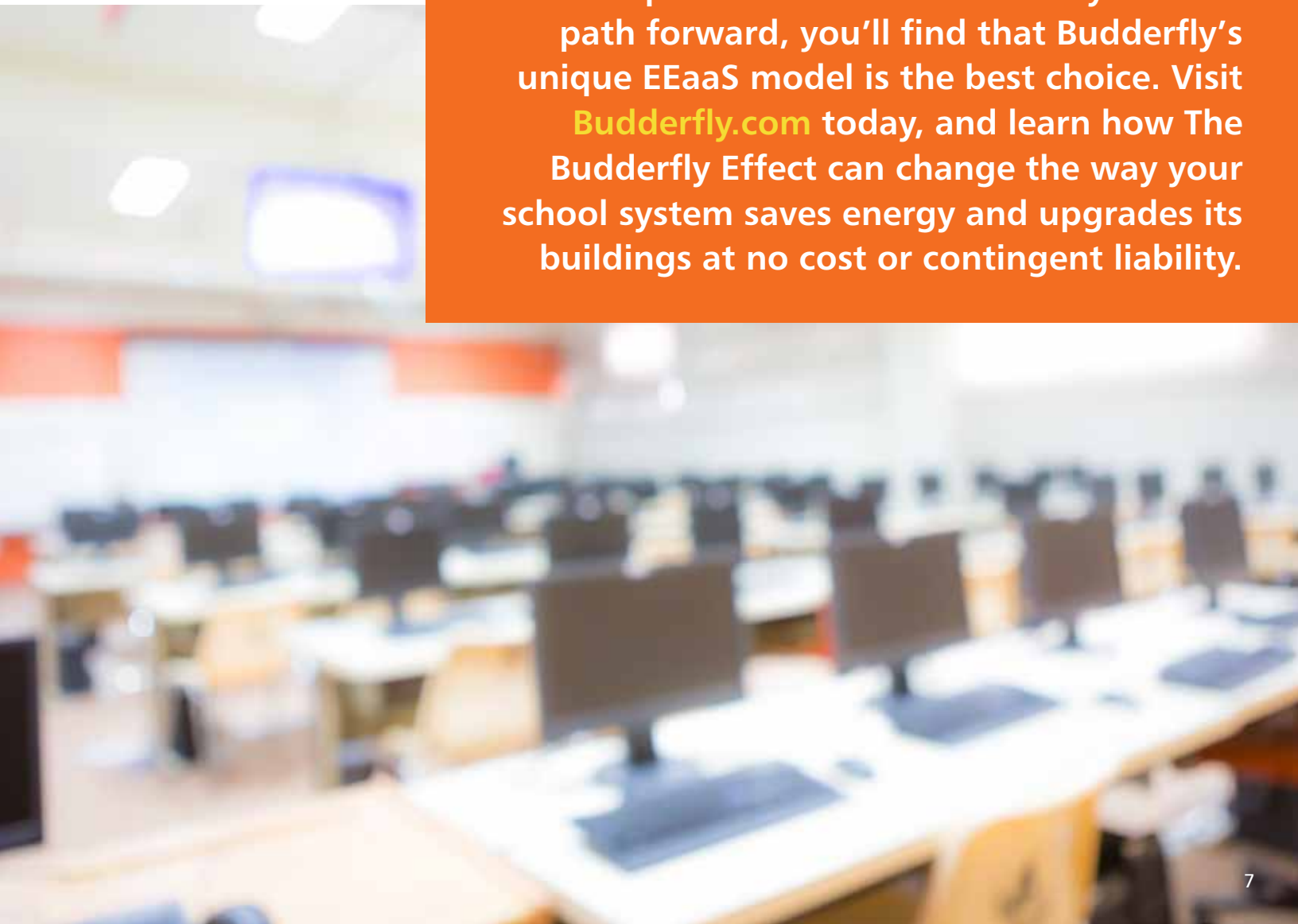


PRO TIP: NOT ALL EEaaS VENDORS ARE THE SAME

If your vendor can't guarantee immediate savings based on your current energy usage, look elsewhere.



Partnering with the right EEaaS company allows you to take advantage of all these benefits at once with no need to touch your CAPEX budget, hire additional people, or commit to guarantees for loans or bonding. You may even be able to skip an RFP.



We trust that if you really look at all the important data and examine your best path forward, you'll find that Budderfly's unique EEaaS model is the best choice. Visit [Budderfly.com](https://www.budderfly.com) today, and learn how The Budderfly Effect can change the way your school system saves energy and upgrades its buildings at no cost or contingent liability.



MAKE THE ONE CHANGE THAT CHANGES EVERYTHING

Let Budderfly be a key part of your school system's success, guaranteeing that you save energy, reduce cost, and decrease your carbon footprint for years to come.



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