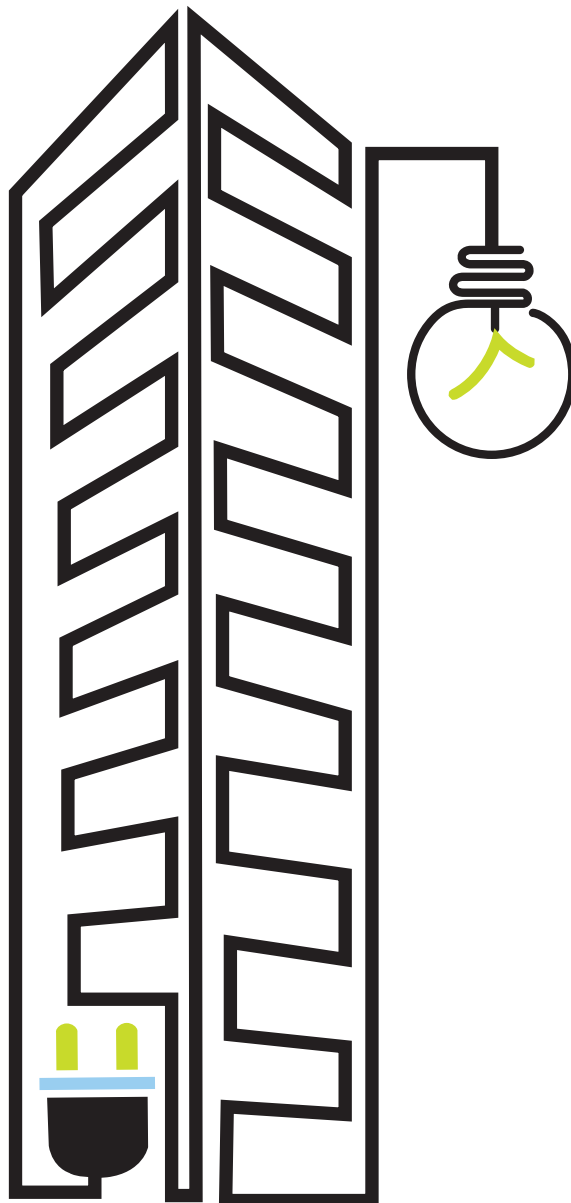


SWITCH TO RESULTS IN EDUCATIONAL INSTITUTIONS

Domain specific solutions for K-12 Schools, Colleges & Universities to monitor, manage & reduce energy consumption.



According to the U.S. Department of Energy's Energy Information Administration (EIA), retail power prices will increase an average of 4% in 2014, the biggest jump since 2008, and prices will be 13% above this year's level by 2020. As per Energy Star, in the United States, K-12 school districts spend more than \$6 billion annually on energy - more than the amount spent on computers and textbooks combined. As much as 30 percent of a district's total energy is used inefficiently or unnecessarily.

Additionally, with more than 20 million post-secondary students, and over 5 billion square feet of floor space, the higher education sector in the United States spends an estimated \$14 billion annually on energy costs. The U.S. Department of Energy (DOE) in turn estimates that at least 25% of the \$6 billion annual energy spend of colleges and universities could be saved through better energy management.

Schools, colleges and universities encompass a number of building types - from administrative space, hostel floor space, classrooms, labs, libraries & athletic facilities, and there are significant energy expenses associated in operating these facilities. Energy costs are rising and as a consequence, higher education institutions such as yours are implementing strategies to reduce their energy use in campus.

Institutions have cut spending in key areas such as maintenance, capital investment and staffing. However, the results of an online survey of 800 district administrators or school board members by Education Week Research reveals that ~90% of school leaders see a direct link between the quality and performance of school facilities, and student achievement!

EcoEnergy's Managed Energy Services for educational institutions is developed to address the challenges of skyrocketing energy costs, facilities maintenance budget overruns, and compliance of energy reduction targets while helping you receive net cash to be utilized as necessary to maintain the highest standards of education.

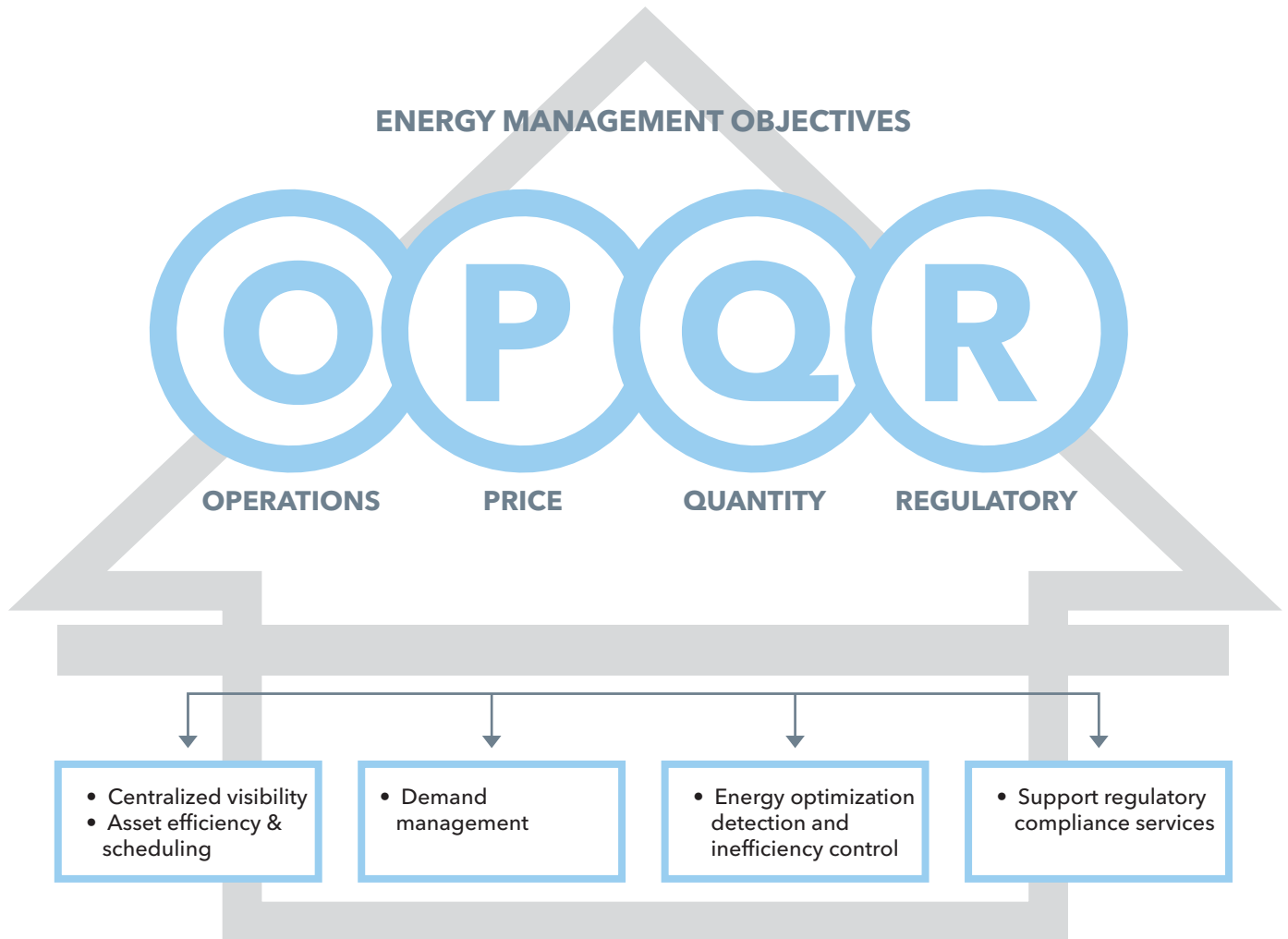
We believe that energy efficiency requires more technological changes beyond traditional investments in retrofits. Therefore we commit to deliver sustained savings during the entire engagement period primarily through operational control - Policy and Control Strategies, Deviation Management, Benchmarking and Long Range Analytics. Our engagement thus helps engage customers with a right blend of conservation measures & efficient asset operations, which leads to substantial energy savings over a period of time.

Approach: The EcoEnergy Way

In order to meet and exceed customer objectives, we provide Energy Management Services (EMS) that includes Centralized Energy Monitoring, Asset Monitoring, Performance Reporting and Policy Enforcement through our Platform while incremental energy savings strategies and energy intelligence are provided by our energy and statistical experts.

Energy Management Services

Energy Infrastructure View | Energy Cost Reduction | Centralized Energy Operations | Compliance & Reporting Support



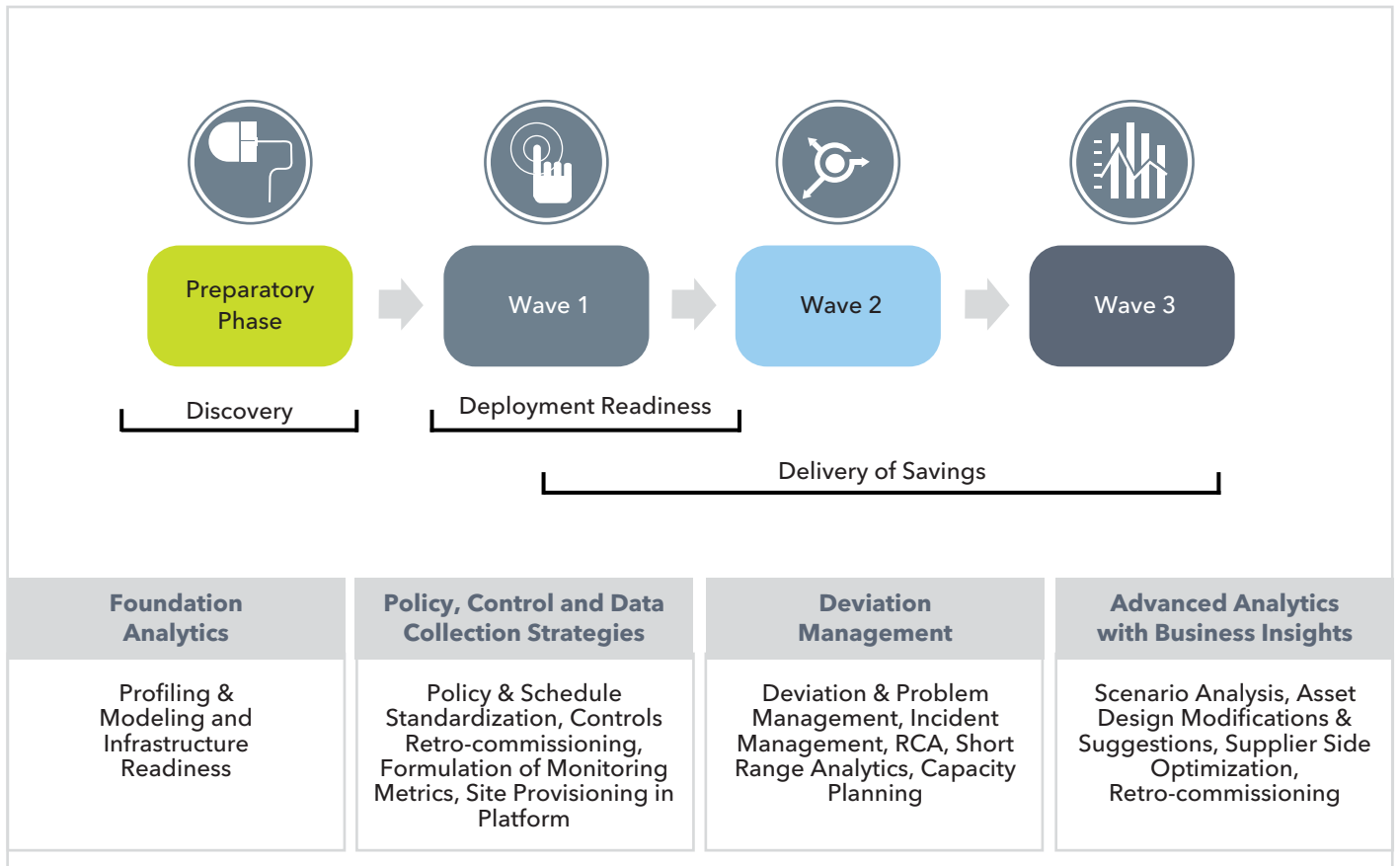
Our services provide operational insights to achieve savings and plug energy leakages by holistically meeting customer objectives and leveraging four principles:

- **Operations Management:** We support Facility Managers and Technicians who manage site infrastructure. We provide and implement savings strategies derived from individual site data and the aggregated data, through continuous monitoring of energy operations.
- **Price Optimization:** The Platform delivers savings with Peak Load Reductions. It also focuses on prioritizing energy efficiency measures based on time-of-day rates and other cost factors.
- **Quantity Reduction:** A majority of savings are achieved by reducing the energy consumption through our innovative, highly scalable EMS platform and the analytics team which identifies various savings strategies. We take the responsibility to action the findings, giving certainty of savings while providing operational insights.
- **Regulatory Compliance:** Our service offers reporting which allows educational institutions such as yours to ensure internal policy compliance, monitor regulatory requirements and become a leader in energy efficiency.

Waves of Savings

EcoEnergy deploys the EMS program through an innovative wave-based savings ideology. Each wave focuses on key aspects to discover all possible energy cost savings opportunities for you. The implementation of all Energy Conservation Measures (ECMs) for our EMS program hinges on your existing facility teams and investments.

Preparatory Phase: Involves analysis of historical energy data and other site parameters and may involve a walk-through energy assessment by our certified energy auditors to verify the data with the site-level realities. The data thus collected allows for further investigation & identification of potential ECMs at a high level.



Wave 1

Provisioning & Commissioning: Once the saving strategies are identified, Wave-1 savings focus on operational corrections and policy and schedule standardization. Our Wave-1 savings may be achieved without the complete implementation of our Energy Management Platform.





Wave 2

Dynamic Controls: These savings strategies are identified & achieved through rule-based deviation management, and short-range analytics. Our Energy Management Platform continuously detects deviations through algorithms and provides you insights into energy operations. Our centralized Energy Operations Center (EOC), a team of energy experts and analysts, ensures identification of new ECMs and meeting the energy savings targets through incident & ticket management.

Wave 3

Long Range Analytics: Ensures "savings sustenance" by performing expert analytics utilizing sophisticated tools & techniques to maximize the effectiveness of the deployed saving strategies and to identify new and more granular saving strategies. These energy analytics shall provide end-to-end energy & cost management benefits to you.


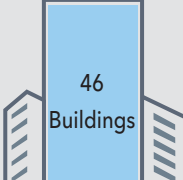



Benefits

FINANCIAL BENEFITS	CENTRALIZED VISIBILITY & REMOTE OPERATIONS	TECHNOLOGY AGNOSTIC	DATA ANALYTICS AND STATISTICAL LOGIC
 <ul style="list-style-type: none"> • Reduction in total energy cost & improved operational reliability • Provides net cash to be utilized for students 	 <ul style="list-style-type: none"> • Enables uniform visibility and control across the university campus • Enables better planning & allocation of resources 	 <ul style="list-style-type: none"> • Integration with any open building automation & controls systems • We use hardware from your existing, trusted & approved vendors 	 <ul style="list-style-type: none"> • Continuous & long range analytics conducted on energy data to further identify savings strategies • Enables deriving true value out of the OPEX or CAPEX investment into energy efficiency

Case Study

Managed Energy Services for Public School System

EcoEnergy provides energy efficiency services for public school systems across multiple locations in the US. Case in point:

Opportunity Description		
 <p>Energy Management Services across more than 3.7 Mn sq ft in Bibb County, Georgia</p>	 <p>Energy managed service across 46 public school buildings in Georgia</p>	 <p>TCV projection for 10 years is in the range of USD 5-6 Mn, starting March 2013</p>
Approach & Achievements		
 <ul style="list-style-type: none"> • Real-time controls monitoring & optimization - RTU temp. & override optimization, schedule optimization, economizer modes • Retrofit measures - Replaced 861 nos. of 250W, 165W & 120W induction lamps and retrofitted 81,676 nos. of LED lamps 	<ul style="list-style-type: none"> • Energy savings committed during 1st year of engagement = \$590,000 • Energy savings achieved in just 9 months i.e. until December 2013 = \$490,000 • Additionally, received rebates of >\$260,000 from the utility provider 	



About EcoEnergy

EcoEnergy's award-winning connected services combine the power of its Technology Platform & the agility of its Command Center with the expertise of its industry experts and analysts to deliver desired business outcomes - such as energy efficiency and occupancy comfort. Forever pushing the edge of the learning curve, EcoEnergy has built strong expertise across industries and employs only the latest technologies to deliver transformative results.

EcoEnergy is a part of UTC Climate, Controls & Security, a unit of United Technologies Corp., a leading provider to the aerospace and building systems industries worldwide.