

---

# SWITCH TO RESULTS IN RESTAURANTS

Domain specific solutions for restaurants to monitor, manage & reduce energy consumption.



# Adding Sustainability To The Menu

**E**nergy is the third largest variable cost in the restaurant industry after raw materials and direct labor, representing an average of 5% - 7% of the company's turnover, depending on the format of the business.

With rising prices that have increased on an average of 30% over the last 5 years, energy costs have become an important factor that needs to be smartly managed towards profitable running of any restaurant or café chain.

Also, increasing environmental regulation as well as growing activism from watchdogs and Public Interest Institutions is propelling restaurant managements to take definitive actions to reduce their energy footprint.

## Optimizing Energy Usage For Maximum Profitability

Establishing good control on energy usage inside a restaurant simplifies management of food safety compliance, reduces equipment downtime & operating costs, increases useful life for the equipment, optimizes utility procurement, etc., all of which go a long way in sustaining market leadership, competitiveness and profitability.

Responsible restaurant owners & operators are setting internal targets around reducing energy intensity & carbon footprint, so that they make a positive environmental impact in the communities they operate in, and at the same time create a positive brand impression that would appeal to an increasingly eco-friendly consumer.

## EcoEnergy - Making Energy Work For Restaurants & Cafés

At EcoEnergy, we offer a fully integrated energy management solution called WEM along with a robust energy services portfolio. Our restaurant domain expertise is the foundation of our service. We use a unique, innovative energy management platform along with a robust analytics framework to uncover energy-saving insights and ensure the sustainability of the realized savings for the client.

**ENERGY SAVINGS FROM CURRENT PROJECTS RANGE BETWEEN 7% AND 13%**

## Why EcoEnergy?



Full stack multi-restaurant solution consisting of Intelligent Hardware, Software and Services



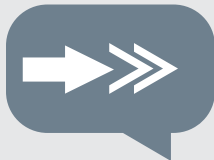
Innovative Managed Energy Services model for guaranteed savings



Ensures sustainability of realized energy savings



Safeguards compliance



Ensures alignment with the existing control and data systems

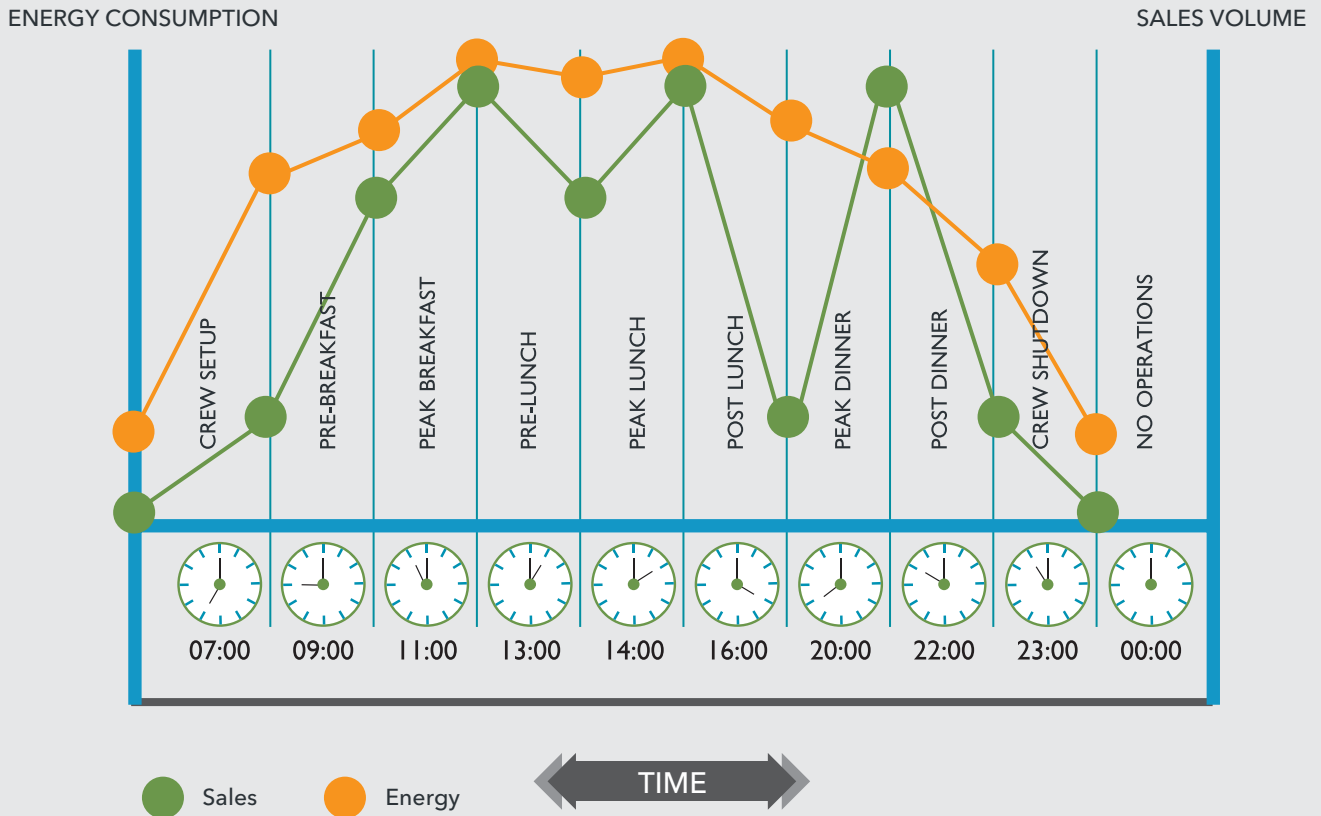
## Best-in-class Energy Service Offering

Energy consumption pattern across restaurants is different and is dependent on multiple factors viz. type of consumption equipment and their condition (age, maintenance, technology, etc.), sales turnover & footfalls, seasonality, weather, type of retail outlet (layout, size, orientation, etc.). There are large fluctuations in energy consumption in a restaurant within a working day as well as during the week and across months as well. While all these complexities exist at each individual site, the energy management challenge increases manifold when energy needs to be managed across a network or chain involving thousands of restaurants.

EcoEnergy's analytics-driven Energy Management Solution called WEM enables restaurants to monitor, control, and in turn optimize their energy consumption on a near real-time basis.

Each restaurant experiences a number of Service Windows during a 24-hour period.

Significantly, large amount of energy gets consumed in Service Windows that generate very little revenue.

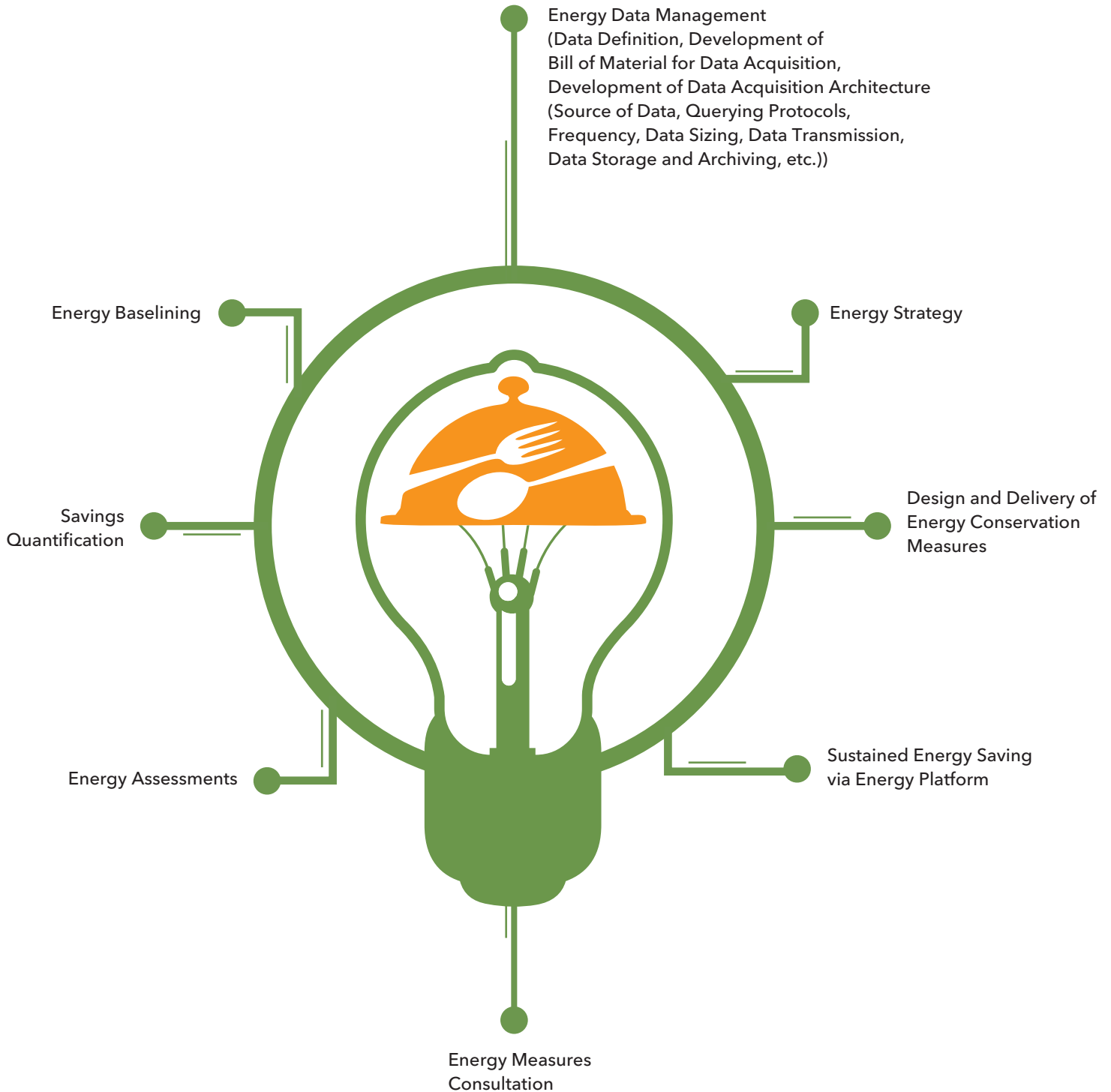


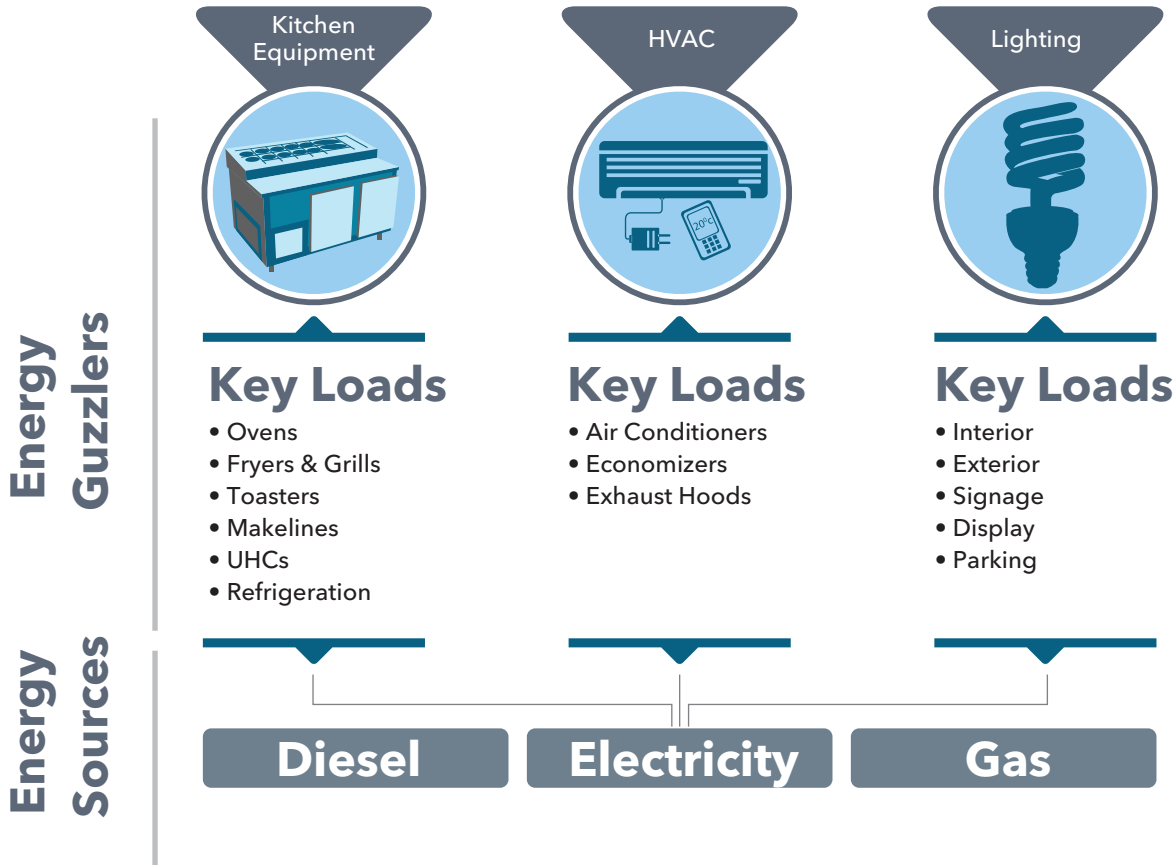
The number and duration of Service Windows depend on:

Customer Inflow | Equipment Utilization | Weather | Restaurant Type

The solution is built on a breakthrough approach called Service Window™. This framework allows for identifying the unique energy profiles that a typical restaurant goes through during its operations. The energy profiles are results of the business volume, weather, equipment usage, menu, etc. We believe that energy profiles for each of these Service Windows (crew setup, breakfast, pre-lunch, lunch, post-lunch, dinner, post-dinner and drive-through) would be different. These unique profiles get repeated every day with a fair degree of consistency. Using the Service Window™ framework, it is possible to align the business intensity (measured in guest count, sales, etc.) with the energy intensity (measured in kWh).

As a part of the engagement approach, our team of Subject Matter Experts conducts a detailed energy profiling of sample restaurants, laying down the foundation for Restaurant's Energy Consumption that includes:





## WEM Snapshot

Figure 1: Snapshot of WEM Application showing the Enterprise Energy Management Dashboard



Figure 2: Snapshot of WEM Application showing temperature policy compliance for customer comfort

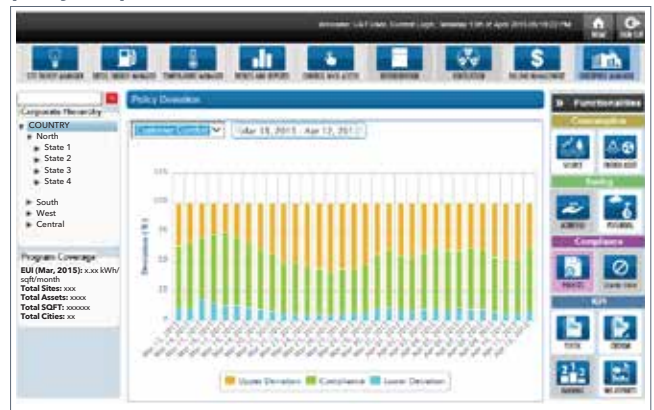
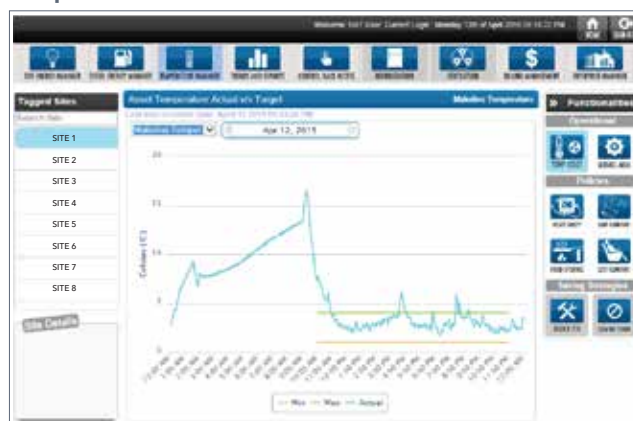
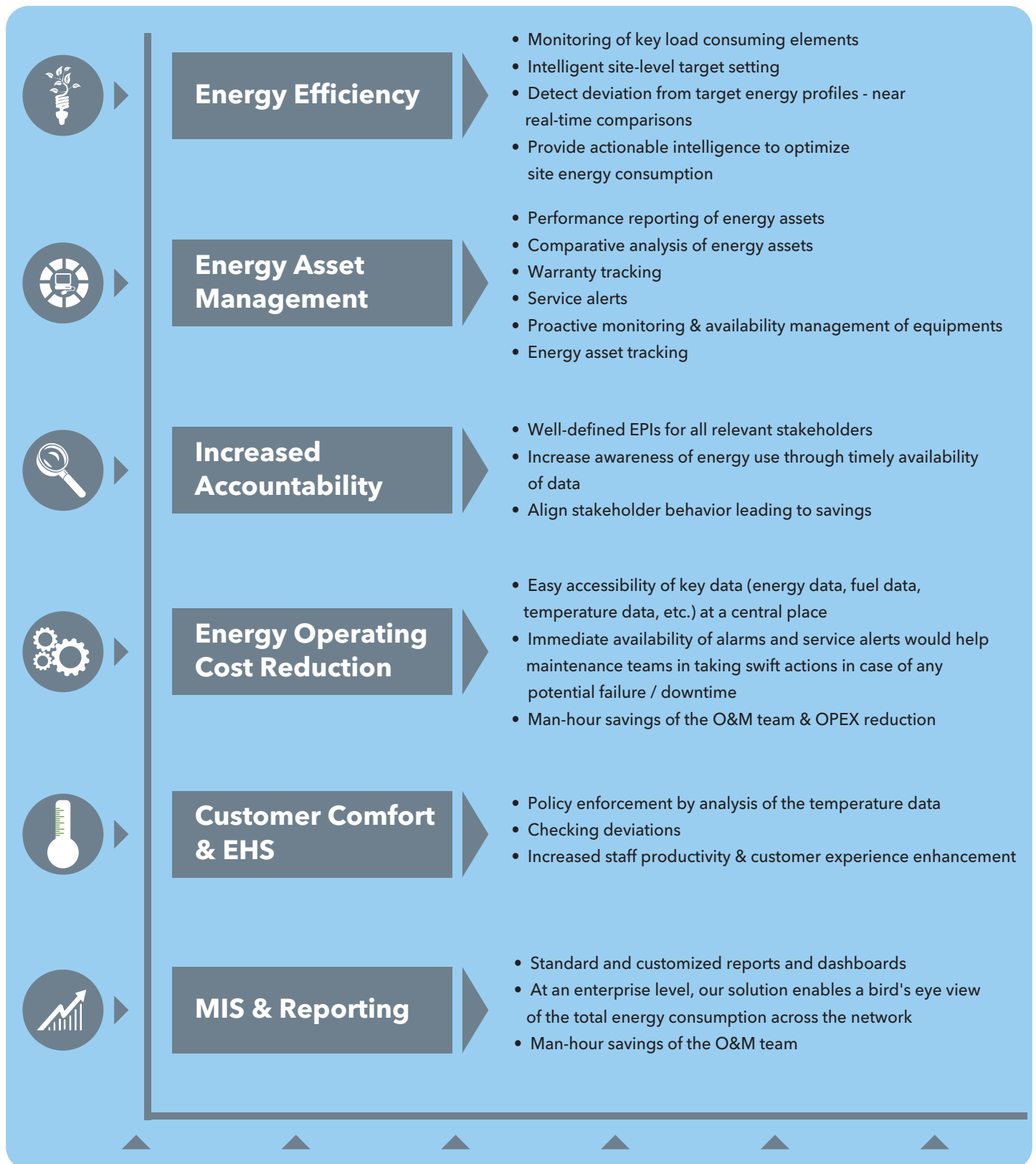


Figure 3: Snapshot of WEM Application showing a Makeline's Temperature trend at a site



# Value Proposition For Restaurants And Cafés

WEM, along with the portfolio of energy services, enables the Restaurant owners and operators to not just save energy but also transform the entire operations & maintenance aspect of running the restaurants. The WEM platform enables precise intelligence which saves man-hours which can now be focused on customer management and customer satisfaction.



WEM enhances productivity of operational teams while bringing tangible energy savings.



## 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.