



CHANGE FOR THE BETTER WITH ENERGY STAR

Buildings that earn the ENERGY STAR® prevent greenhouse gas emissions by meeting strict energy efficiency guidelines set by the U.S. Environmental Protection Agency.
www.energystar.gov

EPA'S ENERGY PERFORMANCE RATING SYSTEM

Rate the Energy Performance of Your Customers Buildings with the Nation's Trusted Brand

The EPA's Energy Performance Rating System allows you to compare your customers' buildings' energy performance to that of similar buildings throughout the US. By benchmarking a portfolio of buildings, you can help your customers identify exemplary performers as well as below-average performers and prioritize opportunities. The rating is calculated on a 1 to 100 scale using basic data regarding a building's space attributes, operating characteristics, weather, and monthly energy consumption. Buildings that rate a 75 or higher and maintain a healthy indoor environment are eligible to receive the ENERGY STAR Label for Buildings.

IDENTIFY SALES OPPORTUNITIES QUICKLY

The rating system will allow for a pre-audit of energy performance without the necessity of visiting the building for the following space types:

- Offices (General, Bank Branch, Courthouse, and Financial Center),
- K-12 Schools,
- Hotels/Motels,
- Hospitals (Acute Care and Children's),
- Supermarkets/Grocery Stores,
- Medical Offices,
- Dormitories/Residence Halls, and
- Warehouses.

SET PERFORMANCE GOALS

Rate your customer's entire portfolio, prioritize opportunities, and apply the savings potential related to your products and services. Gain agreement with your customer on initial performance goals, finalize plans and implement. As your projects and relationships grow over time, use the rating system to continuously monitor success and to establish new energy reduction and rating goals.

ADD PERSPECTIVE

Your customers will value a third-party perspective when prioritizing energy performance improvement opportunities. By rating a portfolio of buildings, you can also identify exemplary performers that hold clues regarding best practices. Analyzing an entire portfolio will allow you to recommend strategies that deliver the largest returns to your customers. These strategies may range from low-cost tune-ups to the implementation of new technologies.

COMMUNICATE RESULTS & GAIN NATIONAL RECOGNITION

Document savings and rating improvements for your customers. The simple 1 to 100 scale makes it easy for everyone to understand achievements and provides a third party verification of your accomplishments. There are several ways to gain recognition including:

- Help your customers earn the ENERGY STAR;
- Join the ENERGY STAR Challenge and help your customers obtain ENERGY STAR Leaders recognition for portfolio-wide improvements;
- Obtain recognition for your organization on the ENERGY STAR Web site when you help your customers succeed using EPA tools; and
- Publicize your organization's accomplishments by submitting building profiles or success stories to ENERGY STAR.



CHOOSE A DATA INTERFACE TO FIT YOUR NEEDS

Single Building Manual Entry

By manually entering basic building and energy consumption information into this simple-to-use, on-line tool, you can set up a confidential Portfolio Manager account for your customers whereby they can monitor their ratings over time.

Portfolio-Wide Automated Benchmarking Services

If you currently track and analyze building energy data for your customers, you can integrate the National Energy Performance Rating System directly into your tracking services using XML data transfer. See the reverse side of this document for more information on automated benchmarking.

For more information about getting started with the National Energy Performance Rating System, visit www.energystar.gov or call 1-888-STAR-YES.



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Host the EPA's energy performance rating system

Through ENERGY STAR, companies that provide energy information and bill handling services can host EPA's energy performance rating system. If you provide this service, your customers can receive the EPA energy performance rating automatically within your web-based products.

INTRODUCING AUTOMATED BENCHMARKING

The introduction of EPA's energy performance rating system has been an important ENERGY STAR innovation and is gaining momentum as a tool for planning and tracking energy performance by businesses and organizations. The rating provides an easy and standardized way to understand and compare your customers building energy use. EPA's energy rating system has been used to evaluate more than 20,000 buildings. Today, more than 2,300 buildings have earned the ENERGY STAR.

This activity has typically been accomplished via manual data entry into EPA's online web tracking tool, Portfolio Manager. Now, by automating the exchange of building energy information, it is possible for a building to receive a monthly standardized rating of 1-100 without manually entering data or duplicating efforts.

THE NEED FOR AUTOMATED BENCHMARKING PROVIDERS

For organizations with large portfolios, obtaining and managing the data necessary to benchmark can be challenging. Automated benchmarking enables you to help organizations with large portfolios quickly and easily understand how their portfolios are performing. As an energy information or bill handling service provider you already collect most of the data required to provide a 1-100 rating for every building in a client portfolio. Your existing data tracking provides customers the luxury of receiving ratings within the same energy information environment that they use for planning, tracking, and managing energy use and costs. This enables you to offer an automated method for rating a building portfolio with the EPA's energy performance rating.

Automated benchmarking also saves your customers time. Instead of logging onto two different systems [your application and Portfolio Manager] to check the performance of their buildings, the information can now be provided through your site. The energy performance rating is normalized for operating characteristics, weather, and climate and backed by the EPA. This gives your clients added confidence in the information you provide and improves their ability to make informed decisions that improve operating efficiency.

THE BENEFITS OF AUTOMATED BENCHMARKING

By incorporating the EPA's energy performance rating into your energy services you can:

- Provide customers with objective, standardized assessments of their building energy performance.
- Tap into the ENERGY STAR program to motivate customers to adopt continuous energy management programs, save energy and document savings.
- Help thousands of ENERGY STAR partners achieve their energy reduction goals in individual buildings or across their portfolio of buildings, and help them earn ENERGY STAR recognition for their accomplishments.
- Reduce the burden on ENERGY STAR partners interested in continuous energy management, using the EPA energy performance rating system.

"Our advanced system and services, combined with ENERGY STAR tools, gives our clients an even greater advantage for effectively managing their energy use. Additionally, the reporting services we provide, combined with ENERGY STAR benchmarks, enhance their ability to communicate performance in an understandable and meaningful way across the company and to their stakeholders."

- *Stu Stiles, Avista Advantage President & CEO*

GETTING STARTED WITH AUTOMATED BENCHMARKING

If you are interesting in providing your clients with the EPA energy performance rating system through automated benchmarking, the web information on the following site should help you determine the fit between this new ENERGY STAR capability and your business offerings.

- + www.energystar.gov/sppresources - This is the resource site for ENERGY STAR Service and Product Providers. It includes links to information on automated benchmarking along with other resources that you can leverage in your client relationships.