

## Energy Optimization Strategy(EOS)

### Why The Need For The Energy Optimization Strategy (EOS)?

Facilities Automation Systems have the capability to save energy, however, the energy optimization capabilities of these systems are often severely underutilized. Right from the start the odds are against a building being energy efficient. During design and construction, the emphasis was probably on first cost rather than long term operating efficiency. Then, as the building ages, performance degrades. Continuous commissioning is recommended as the best way to maintain efficiency but few buildings receive even the occasional re-commissioning. Sometimes the opportunity for savings evolves out of the manner in which the building is used and operated. In other cases, generally accepted design concepts improve, as energy codes become more demanding and material costs change. Finally structural additions and alterations to your facility may create the potential for savings.



Our experience tells us that we can use your existing controls to employ new and highly effective strategies in a manner that will result in significant improvement in your energy efficiency.

The Energy Optimization Strategy (EOS) from Control Technologies is continuous commissioning and more. It is the use of our proprietary software algorithms to optimize energy consumption. **Further, the program is designed so that you reap the benefits of this optimization at no net cost to you.** CTI will analyze your current energy expenses, and operating conditions, and then optimize your system performance. As compensation, CTI takes a share of the resulting savings.



### **A Partnership With Guaranteed Results**

Because of our familiarity with your facility, we'll also be in a position to recommend additional energy projects if they would be advantageous. These could be incorporated into the EOS agreement or they could be completed as independent projects. ***It's as if you outsourced the energy manager function. CTI becomes an active partner in reducing your energy expenses.***

With EOS, you and your partner, Control Technologies, both benefit from energy efficiency, a true win-win proposition. Contact us today for more details!

### What about the details?

EOS service can be purchased as a *project* with cash up front or as a 24-month or 5-year *agreement* according to the customer's preference. We complete the bulk of our optimization within the first six months. This is a time intensive process that requires hours of observation, investigation, and tuning. From then on, we continue to make adjustments as necessary. We strongly advise that cash projects and 24-month agreements be followed by a monitoring agreement so that initial gains are preserved over time.



A baseline is created using historical energy bills, for both fuel and electricity. Going forward, savings are generated as energy consumption decreases. In most cases, we expect a decrease of from 5% to 15% but higher returns are certainly possible. All of the savings generated by a cash project are retained by the customer. During a five-year agreement, the customer retains most of the savings. CTI takes a larger percentage during a 24-month agreement. The exact percentages depend on the anticipated savings and the cost of implementation. When the savings are shared, both CTI and the customer are motivated to reduce energy consumption as much as possible.

Regarding EOS Agreements, the important point to note is that the payment to CTI will never exceed the customer's savings. ***The customer's net benefit is always positive - guaranteed!***



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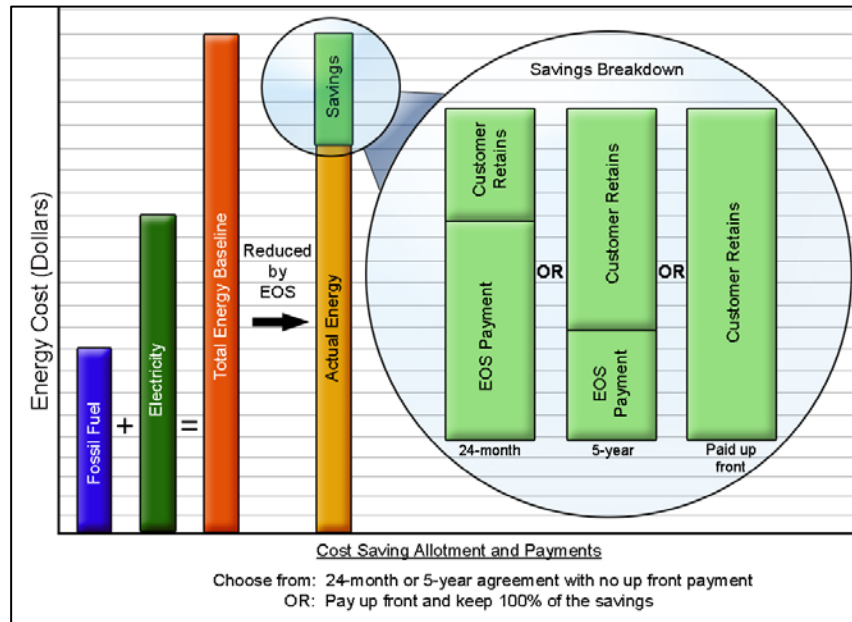
[www.controltechinc.com](http://www.controltechinc.com)

## How does the service work?

The 24-month and 5-year EOS Agreements are offered as an extension to our preventative maintenance service. A cash EOS Project can be purchased separately from any service contract.

We won't propose EOS unless it's applicable to your site. To identify a good fit for EOS, one of our Certified Energy Managers will complete an energy bill evaluation, an interview, and a site survey. If the review reveals potential then we will develop a simple proposal. While EOS emphasizes changes in control algorithms, we may also suggest other energy conservation measures.

The best part of EOS Agreements is that there is no risk to the customer. The changes we make generate energy savings. Those savings are shared between CTI and the customer. **The savings will always be more than the cost of the service.** That means the customer can't lose. Most customers should experience significant positive cash flow as a result of this service.



## Energy Costs Are Rising Quickly

Energy prices are likely to increase significantly over the coming years. Oil prices are set in a world wide market place defined by a limited supply and increasing demand from developing countries like China. Most of the world's remaining oil reserves belong to potentially unstable or unfriendly governments. Political turmoil can affect the market in unpredictable ways. We may be witnessing the end of an era, the end of low oil prices.



Natural gas is primarily a domestic product but demand is rapidly outstripping supply. As new gas-fired power plants come on-line, demand will continue to grow, pushing prices higher still. Imports will increase to supplement the domestic supply, making the gas market similar to the oil market. Look for a steady increase in gas prices.



The price of electricity eventually tracks the oil and gas markets. As gas and oil prices rise, expect electricity to increase too, particularly here in the Northeast where much of our generation is supplied by these fuels. Rate structures will increasingly reflect real time costs, making good energy management practices even more important.

*Control Technologies' EOS service is an outstanding way to outsource the energy management function, delivering savings now, and even more in the future.*