



School District Eliminates \$8m+ of Energy Waste



Overview

A \$500 million project value driven by the ability to see where energy was being wasted.

There were many attractive features to the value proposition. By proving the ROI there was no capital expense, and the school system was even paid up-front for a portion of the projected energy savings at each stage. Plus, Hillsborough will not have to handle maintenance for the new technologies.

The Eniscope system's light footprint and rapidly scalable deployment made it the best solution for a school system with more sq. footage than all of the school systems in the state of Rhode Island.

The Project

The project starts with a sample site(s) selection visit, and a gap analysis. With that financial impact can be accurately projected.

Several phases of LED lighting installations also provided substantial savings - as well as improved quality of light at absolutely no cost to the client.

"I can honestly say, on a minute-by-minute basis, how much money we're saving this community."

Chris Farkas, Deputy Superintendent,
Hillsborough County Public Schools

\$8m
Yearly Energy Savings

1,000+
Eniscopes Installed

\$500m
Gross Project Value

15-20%
Energy Savings Achieved (So Far!)

[CONT.]



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The Role of Eniscope

Eniscope's capability is applied up front to identify, value, and validate the impact of energy and air quality improvement projects. Using real-time data from your building, an energy consumption benchmark is set. The data is so reliable, that this figure is implicitly relied upon by all parties of the agreement; the district, MEDformance, and the financier.

Once the project is underway, the Eniscope devices remain in place - providing a constant flow of real-time data on energy consumption with visibility down to the machine level. That helps us and the client identify and verify new ways to save energy over the length of the contract. This detailed data can be used to ID preventative maintenance requirements and can send alerts when faulty equipment is discovered. Eniscope's UI (User Interface) can also remotely guide service engineers to the problems.

Results

Hillsborough County Public Schools have eliminated over \$8 million per year of energy waste with more improvement projects in the pipeline.

The Process: After a gap analysis, site survey, and some fancy predictive analytics that leverage rich historical data the financial impact is projected so accurately that these deals can be funded. Cap Ex sunk. Air Clean. Dollars shifted from the power company to the classroom. Kids win!

\$8m
Yearly Energy Savings

What does the future hold?

MEDformance and Energy Savings Plus are leveraging Eniscope's platform to improve the air that kids are breathing by making both air quality and energy waste visible.

More than half of all U.S. schools have air quality problems. 10% of students and staff have asthma. Improving the air in schools improves student performance significantly, especially among the youngest and most vulnerable learners. Cleaner, safer air reduces allergy, asthma, respiratory irritants, and disease transmission.

Eniscope allows schools to see their energy footprint and use savings from waste reductions to improve the air in schools -- plus return \$'s to the classroom. Clean air helps kids learn more effectively, and miss fewer days of school. All while delivering on the goal of sustainability.

