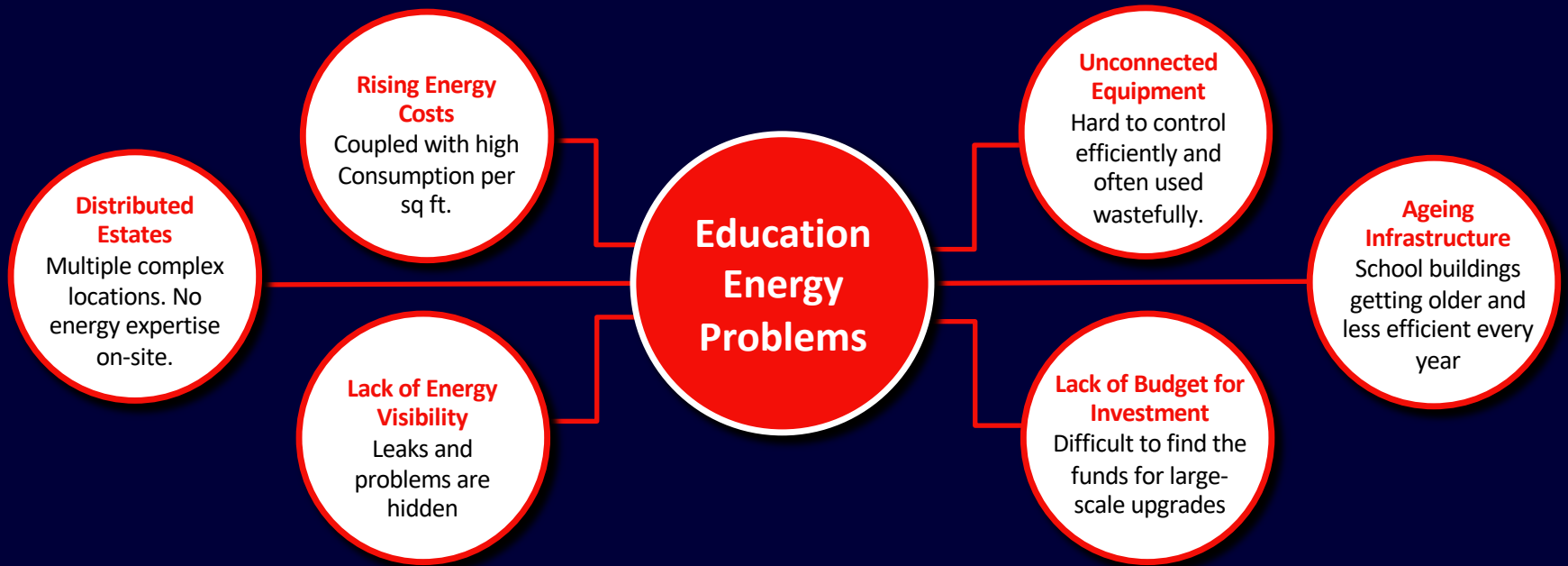




Energy Saving IoT For The Education Sector

Delivering Smart Schools Worldwide

[ENERGY CUTTING SOLUTIONS]

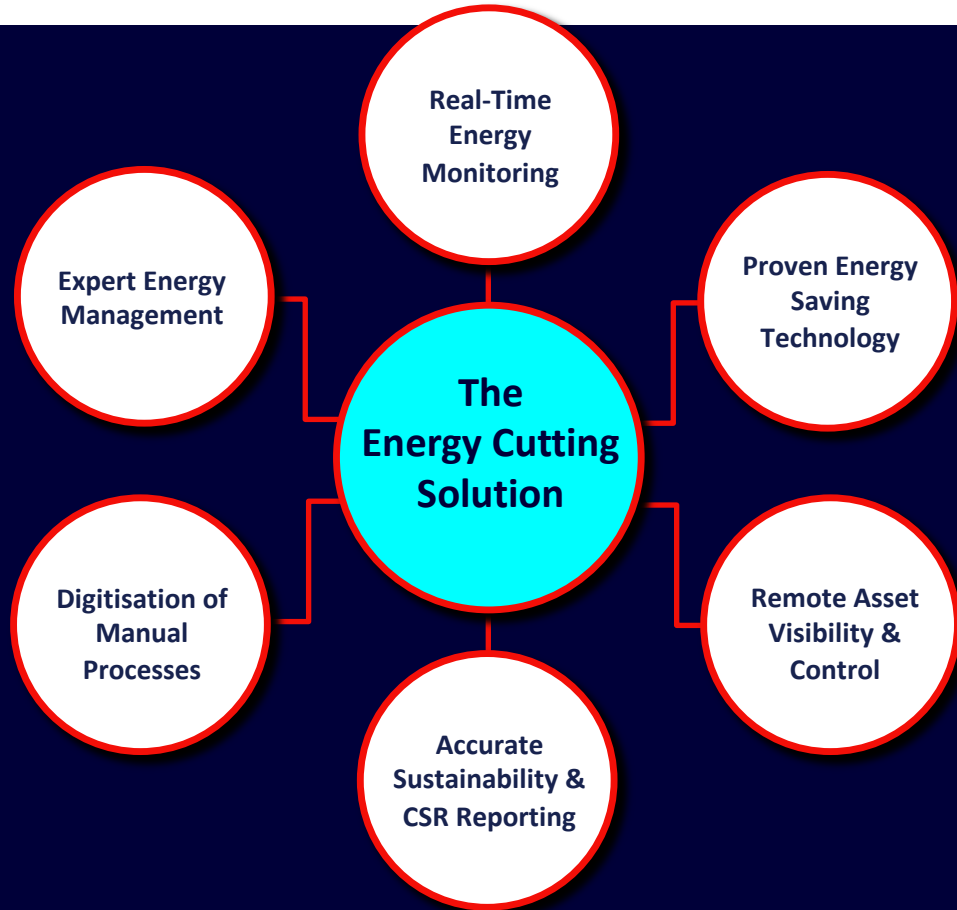


*"On average, schools spend £6 on energy and water per square metre of floor space, equating to up to **£64.75 per pupil** in secondary schools. These costs are second only to the wage bill."*

- ISBL (Institute of School Business Leadership)

*"Schools in the US spend over **\$8bn a year on energy**, with over \$2bn simply wasted through inefficiency."*

- Environmental Protection Agency, US



"To get those savings and put them back into the schools - we're just generating our own money. In a heartbeat we would recommend it. It's cutting-edge, it really is."

**Chief Business Officer,
Hillsborough County Public Schools**



15%+ ENERGY SAVINGS
per location
per month

ZERO CAPITAL OUTLAY
no impact on your
budget

SHARED / PRE-PAID SAVINGS
sharing in our
success

That's a minimum standard. We target 25% savings where possible.

We will invest in the Energy Conservation Measures (ECMs) across all of your target outlets.

We share the savings, which means we're incentivised to perform.



A solution with the ability to add back **huge sums of money** into your budget, with absolutely no capital expenditure required.



○ A Three-Stage Process



Stage 1A – 3D Audit



We use a cutting-edge 3D camera to survey each location in the energy saving Program to create an online 'digital twin'. All assets and key loads are 'meta tagged' so we can navigate directly from the survey to circuit level data in perfect context.

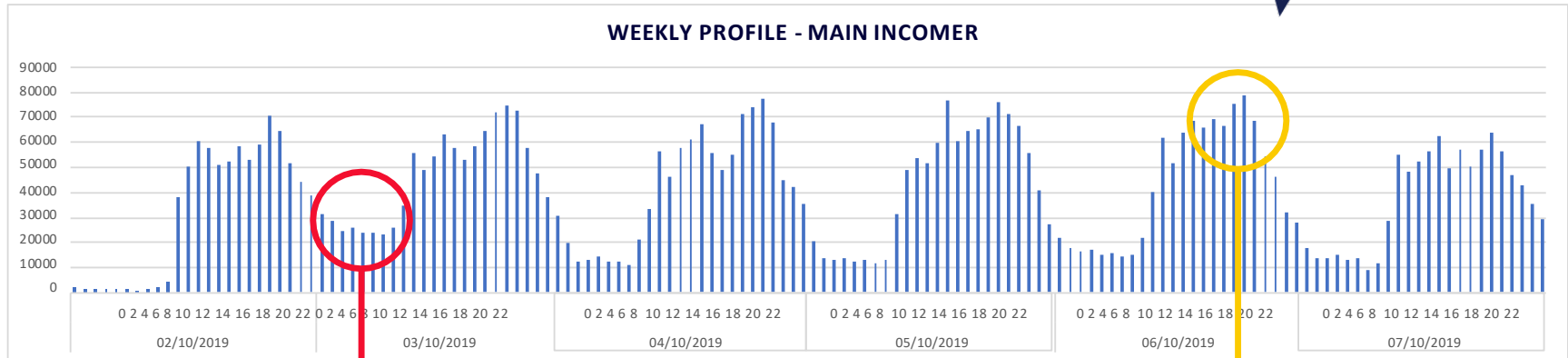
Included above are examples from a 3D survey of high-street restaurant sites, using the same technology we use in the education sector. Each survey includes a full visual record of all areas, plus 'dollshouse' and floor plan layouts.



Stage 1B – Baseline Data

High resolution minute-by-minute asset-level data across all electrical parameters is displayed in Eniscope Analytics to determine a detailed, graphical and granular baseline for each school building.

*Real data from
Eniscope-
analysed
locations*



Considerable energy usage early in the day, way too high for the time.

Daily peak correlates with high traffic time at the school and busiest period.



Stage 1C – M&V Summary

We will produce a comprehensive M&V Summary which will detail a full breakdown of the technology stack we will use and how each technology will contribute to the savings target.

Our M&V Summary will contain energy predictions at a **99% statistical confidence**.

Our plan is created in line with the respected international protocol - IPMVP





Stage 2 – ECMs

A globally proven technology stack, tailor-made for saving energy in schools.

ENERGY SAVING TECH PACKAGE

WATER MANAGEMENT

Retrofit Water Solutions

Monitoring, treatment and flow management of water at the facilities to reduce the utility bill.

SAVINGS UP TO
15%

AIR CONDITIONING

ACES 2

Automated intelligence and remote control capabilities for air conditioning systems and more.

SAVINGS UP TO
47%

LIGHTING FIXTURES

Retrofit Luminaries & Sensors

High efficiency LEDs and advanced occupancy sensing technology.

SAVINGS UP TO
83%

TIME-OF-USE CONTROL

SmartSwitch

Logic-based intelligence to control your assets, without compromising their use.

SAVINGS UP TO
50%

BMS OPTIMISATION

Eniscope 8 Hybrid

Add additional monitoring and control to optimise and maximise the value of the current BMS system and your unconnected assets.

SAVINGS UP TO
50%

VOLTAGE OPTIMISATION

Intelligent Optimiser

Reduced voltage = reduced consumption.
A simple but powerful equation!

SAVINGS UP TO
12%





Stage 3 – The Command Centre

1

Installing Eniscope at each school location provides real-time energy use visibility at minute-by-minute resolution.

2

Best experts at their dedicated Multi-Site Command Centre will analyse this data on your behalf.

3

Opportunities to save will be regularly highlighted and in many cases, control can be executed remotely and automatically.

 **accenture**

“Our research indicates that 50 percent of initial energy savings disappear in the first six to twelve months because of a lack of continuous monitoring and corrective action.”

The Command Centre is the solution, WITH NO STAFF IMPACT.

**NO PUPIL
IMPACT**



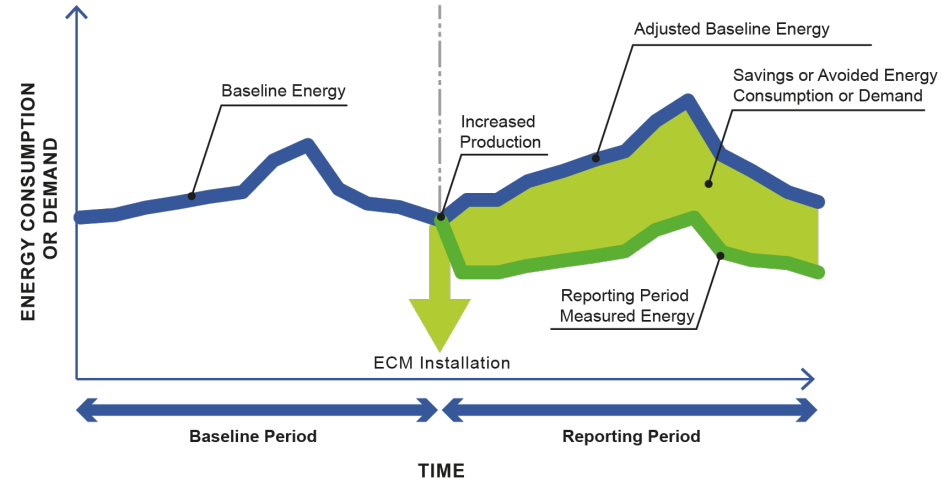
How We Verify Energy Savings

At every school location we optimise, we follow an internationally recognised protocol.

All energy savings are verified in accordance with the International Performance Measurement & Verification Protocol (IPMVP) for absolute clarity and accuracy. In essence:

“Savings are determined by comparing measured consumption or demand before and after implementation of a program, making suitable adjustments for changes in conditions. The comparison of before and after energy consumption or demand should be made on a consistent basis, using the following general M&V equation:”

$$\text{Savings} = (\text{Baseline Period Energy} - \text{Reporting Period Energy}) \pm \text{Adjustments}$$





Case Study – Hillsborough County Public Schools

Delivering over \$8m in energy savings each year a large schools district

In this project, the high annual savings figures tell only half the story. The District was desperately seeking a way to upgrade their creaking infrastructure, without taking on new debt.

Not only was the project, including 290,000+ new LED light fixtures so far, delivered at **no cost to the district** – they are even receiving their share of the energy savings up-front.

That means more money taken *out* of the hands of the energy supplier and put back *into* the schools.

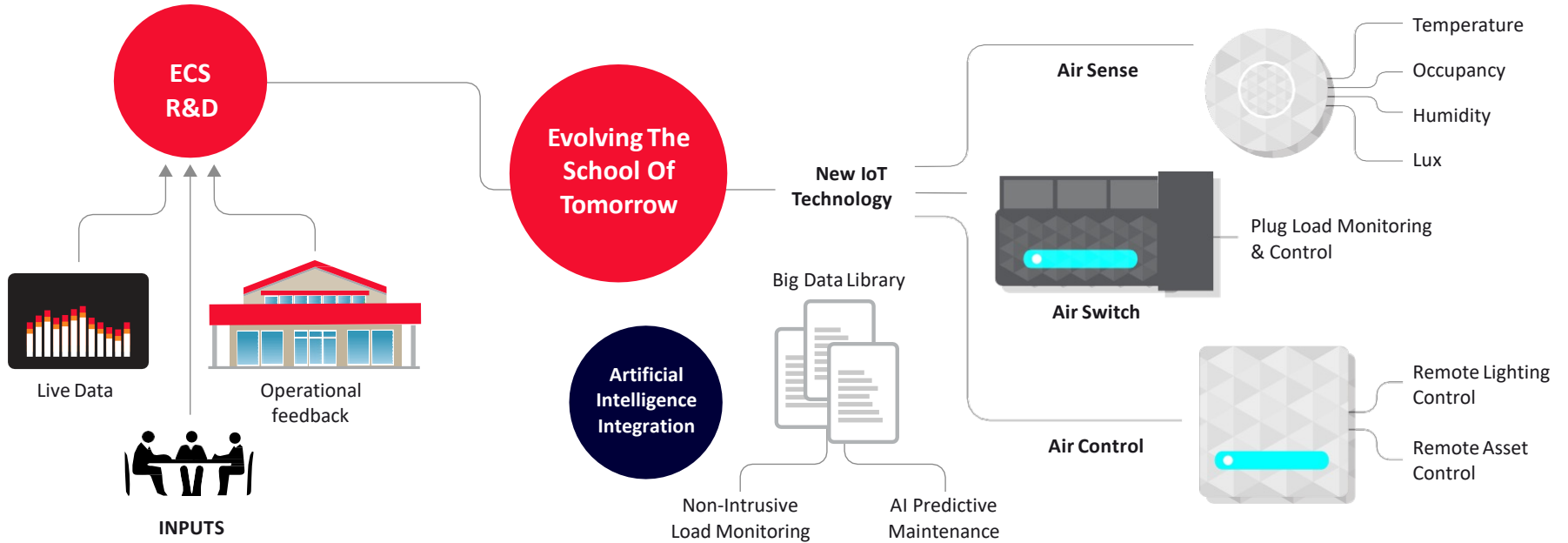


\$8m
Yearly
Savings

*Check out the video above
for all the details!*



Co-Development, Collaboration & Evolution



Working in tandem to **evolve** the solution and **keep improving** results.





[LET'S MOVE FORWARD TOGETHER]



We would like to prove this solution works for your schools too.

Talk to us about an Energy Audit Agreement, with **absolutely no cost to you.**



+1 (800) 795-1486 | info@medformance.com

