



# FM Energy Management

**Why FM companies worldwide are partnering with best.energy**

**Win Tenders & Client Contracts**

**Differentiate Your Offering**

**Save Energy & Prove It**

## 04 FM Companies

*Is your FM company future-proof? [+]*

## 06 Become a Partner

*Why should you partner with us? [+]*

## 09 Partnerships

*How would a partnership work? [+]*

## 10 Our Current Clients

*Who is already doing it? [+]*

## 12 The Future

*What does the future hold? [+]*

## 13 Meet With Us

*Get in contact with [best.energy](#) [+]*

### What We Achieve

"A successful client-FM company relationship can reduce energy consumption, ensure compliance with carbon emission legislation, satisfy stakeholders and crucially, deliver vital financial benefits."

DAVID PARKER  
GROUP EXECUTIVE DIRECTOR  
EMCOR GROUP UK

### Why, All Too Often, It Isn't

"(Energy) Information is available mostly on a monthly or quarterly basis, this leaves the FM or energy specialists using retrospective information, or 'driving forwards using the rear-view mirror.'"

NATIONAL ENERGY FOUNDATION  
& BIFM

### The best Solution

"The World's most complete energy monitoring solution, easily integrated into your CAFM software. Extend your value proposition, satisfy your clients and win new contracts."

TROY WRIGLEY  
CEO  
BEST.ENERGY

## Is Your FM Company Future-Proof?

Dear Reader,

Here's the situation, the FM landscape is changing with every passing year. Gone are the days of FMs fulfilling purely a mechanical and electrical role; the remit of FM companies is expanding.

It was only a matter of time before energy management became an unavoidable, undeniable part of that. You Know This, But Are You Prepared For What Comes Next?

Already, new tenders are being lost and won on energy management credentials. Client requirements are beginning to include unavoidable energy reduction targets.

Client expectations for their FM company are shifting to include energy expertise; the ability for that FM provider to not only monitor and analyse energy levels across whole portfolios, but comment, report, make recommendations and take direct action.

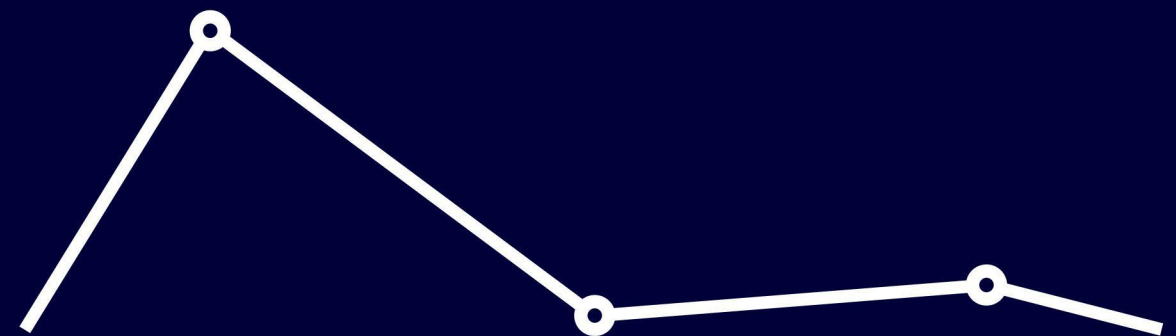
Very soon, there won't be a new client available that doesn't require energy expertise. Do you have it? If the answer is anything less than 'yes, definitely' – we should talk.

Your's Sincerely,

Troy Wrigley  
CEO, best.energy



“Only 1 in 5 FMs have daily (or more frequent) energy data to draw from.”



**253%**

Non-domestic energy prices up **253% since 2004**

**14.7%**

Growth in the global Business Energy Management Systems (BEMS) market of **14.7% annually** predicted

**38%**

Reliance on imported energy up to **38% net import in 2015**

“Growing pressure to retain clients and woo new ones requires being able to provide a better set of tools for energy management.”

Roberto Flores  
Technical Consultant to IBM

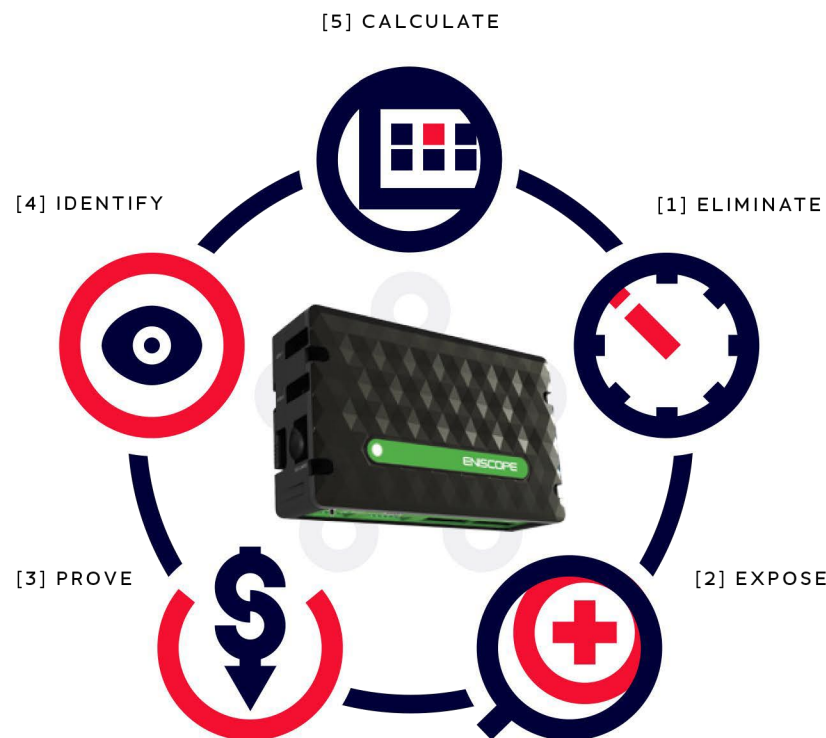
## Why Work With Us?

Best.energy put the energy in 'Real Estate, Energy & Facilities Information Management' (REEFIM).

Our partners handle the relationship and provide uniquely skilled energy analysis and management services. We provide centralised training and a suite of powerful products - it's the perfect combination. And with this model, we have become an integral, seamlessly integrated part of many FM companies' value propositions.

At the core of that value proposition is Eniscope - the world's most complete energy management system:

### Headline Features



"I've never seen a system like it, even though I've had a lot of meetings with a lot of providers. It gave us the opportunity to monitor our energy consumption in a whole different way."

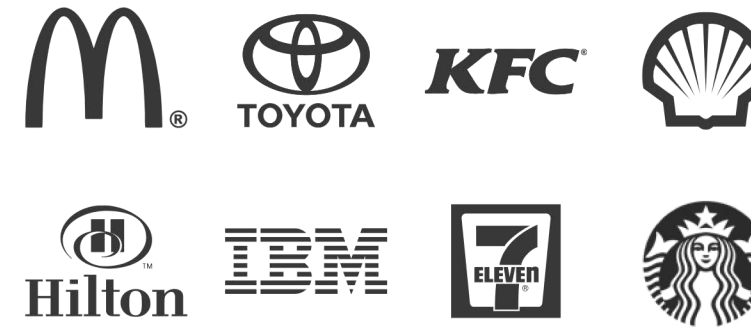
JL, HEAD OF REAL ESTATE & CONSTRUCTION-7-ELEVEN (REITAN CONVENIENCE), DENMARK

"We've had the Eniscope for about a month and I've been able to save 43% of energy costs"

CHIEF ENGINEER BETHUNE UNIVERSITY

## Installed Globally In Blue-Chip Companies

We are proud to provide energy monitoring and management to a range of clients across multiple sectors globally. From fast food giants to well-known car brands, our versatile solutions are relied upon everywhere.



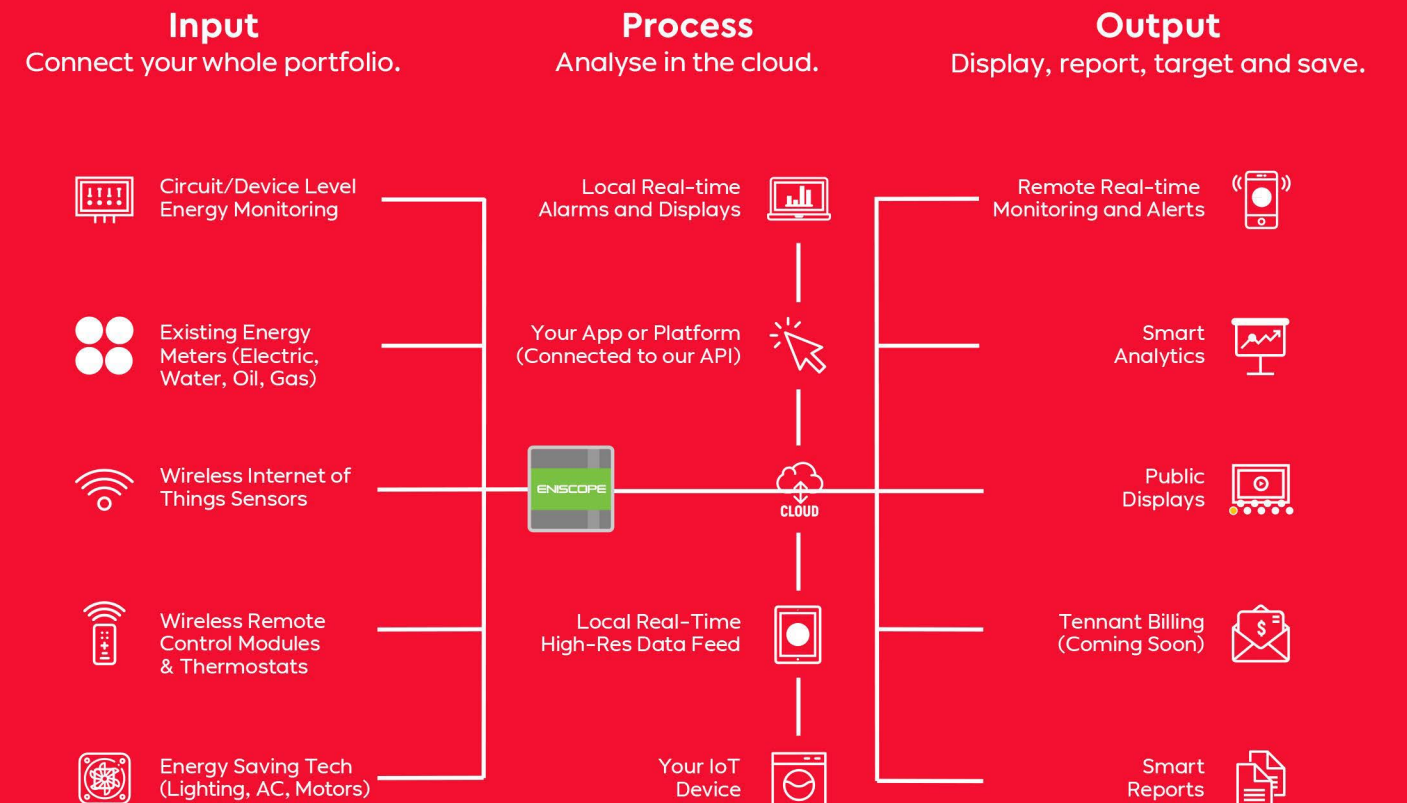
"To do more with that money. To have the savings and put it back into the schools, we're just generating our own money! In a heartbeat I would recommend it, it's cutting edge - it really is."

CHIEF BUSINESS OFFICER, HILLSBOROUGH COUNTY PUBLIC SCHOOLS

"Eniscope has saved us 38% of our costs, which is almost a 1-year payback"

ROBERT JOHNSON CEO COQUINA OFFICE PARK, USA

Eniscope is sold successfully in more than 50 territories, by over 100 distributors, worldwide.



**Did you know?**  
With Eniscope you can...

- [1] Eliminate hours of waste
- [2] Expose energy abusing equipment
- [3] Prove savings and change user behaviour
- [4] Identify maintenance issues before they happen
- [5] Accurately calculate tenant billing

**Over 30% of FM professionals don't compare a building's energy performance over time**

## How Would A Partnership Work?

We work completely 'white-label' behind the scenes. We offer the full breadth of our expertise, our hardware and our software, but deliver it as an extension to your own value proposition – seamlessly integrating into your incumbent CAFM system.

From the client perspective the service is an extension to your standard offering and all the credit and kudos goes your way. From your perspective your ability to compete for tenders which include an energy element, and to satisfy clients with strict energy reduction guidelines, is greatly boosted.

## What's The Cost?

How you handle the costs of our partnership can split into two choices:

Pass The Cost On	Absorb The Cost
All the benefits of providing an energy element to your service, but with zero cost.	Arguably the more popular choice – you can fully adopt the Eniscope hardware and software into your operation.
With our help, you can convince your clients of the need for the Eniscope and associated services, then purchase and sell on the product 'Just In Time' (JIT).	You purchase the equipment in whatever quantity suits your client portfolio. We'll integrate our software into your management systems and you'll be able to offer energy management whenever and wherever you need to.
That way, you only pay us when you have a client who wants the service and you immediately recoup your costs.	Expert, accurate energy management ceases to be an up-sell and becomes part of your standard offering.
The perfect up-sell.	

## Who Is Doing It Already?

**Chris Coath**  
Head of Energy  
NG Bailey



Early in BEST's partnership with NG Bailey, various 'proof of concept' installations were put in place at blue-chip clients. In one early example, a single building showed the following results:

**75%**

Reduction In Installation Costs  
Over Incumbent System

**11**

Energy saving Opportunities  
Quickly Identified

**213**

Tonnes Annual  
Carbon Reduction

**7%**

Electricity Savings Identified

**£40,000**

Annual Cost Saving Identified

**30%**

Gas Savings Identified

These striking results from just one, modest office building showed the phenomenal potential that would be realised when they deployed to the entire estate portfolio.

This pilot has opened up an energy saving roll-out opportunity with one of the largest real-estate investment organisations in the world, and initial deployment of the Eniscope solution will take place in hundreds of commercial office buildings across the UK.



"Having had experience with a wide range of hardware solutions in the past I can say with confidence that Eniscope is the most innovative. The advances already made in designing a small, powerful and very easy to install product puts you at the forefront of the market."

CHRIS COATH  
HEAD OF ENERGY  
NG BAILEY

"At one of the largest airports in South America, the airport operators needed to comply with ambitious energy reduction goals... Eniscope was the chosen platform to provide the flexibility, cost and ease-of-use to measure 1,417 circuits; identifying energy leaks, electrical safety issues and providing automatic billing and CO2 reporting."

ROBERTO FLORES  
TECHNICAL CONSULTANT TO IBM

"Eniscope has been a real game changer for us and allowed us to differentiate ourselves from other FM providers. In fact, in many cases the energy management program we implement using Eniscope more than pays for the FM services we provide."

EUGENE GOH  
DIRECTOR  
SEIDO SOLUTIONS  
(FM SERVICE PROVIDER TO  
PIZZA HUT IN MALAYSIA)

## What Does The Future Hold?

BEST is poised to become a world leader in building optimisation by harnessing the power of IoT (Internet of Things) and AI (Artificial Intelligence).

Adding wireless sensors and control modules to a new machine learning platform will let you run your buildings on energy efficiency autopilot.

And what's more, the software to do this will come via a free, cloud-delivered update and the sensors will work seamlessly with existing Eniscope installations.

## A TRULY Smart Meter

A metering system that's really smart is one that can make its own decisions.

Less **Reliance**  
On **Human** Behaviour.



Remote **Control** of  
Energy-Using Systems.



AI Automated  
**Decision Making**.



## Take The Next Step

1

Identify a client who could benefit, perhaps one starting to make noises about energy reduction.

2

We'll provide a free demonstration period, including full install, and blow them (and you) away.

3

If you're impressed enough, we can fully integrate into your systems and partner up.

Contact us today to start your journey:

**PHONE:** +44 (0)1726 871 040

**WEB:** best.energy

**EMAIL:** info@best.energy

## Eniscope In Numbers

**60**

Billion Data Points Per Month

**2,000+**

Sites

**43**

Countries

**14,500**

Metering Points

... and counting



+1 (800) 795-1486 | [info@medformance.com](mailto:info@medformance.com)

