

## Capability Statement

Founded in 1998, Energy Professionals is one of North America's leading Energy Advisories working with commercial customers to reduce and control their energy budgets. We build client-specific, comprehensive energy strategies that factor in our client's goals and objectives. Utilizing our extensive network of suppliers, energy efficiency experts and renewable energy partners, we bring the most effective, efficient and innovative technologies to the table. We offer both focused solutions to a specific issue and broad plans to address long-term growth, paving the way for energy independence, providing more choice and less waste.

### Core Solutions

- Energy Procurement
- Energy Intelligence
- Solar & Renewable Energy Solutions
- Energy Efficiency & Optimization
- Backup Generation & Batteries
- Bill Auditing & Expense Management
- HVAC Refurbishment
- Demand Response
- Microgrid Design & Implementation

### Company Contact



#### ENERGY PROFESSIONALS



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## Leadership



### Jim Mathers, Energy Professionals CEO and President

After receiving his Nuclear Engineering degree from the U.S. Naval Academy in 1983, Jim drove nuclear submarines for the US Navy until 1988. He was licensed as a Professional Engineer (PE) in 1989. He worked for the US Government managing Trident Submarine new construction until the end of 1990.

1999 Jim Co-Founded CASA, Inc and Consumer Energy Solutions. During that time Jim helped build one of the most respected and successful energy consulting companies with over two million customers across North America. CASA later merged with Energy Professionals creating one of the top energy consulting firms in the industry. Jim Co-Author of a popular and effective sales training book, *Ending the Cold War between Salesmen and Customers*. For more information visit [www.jimmathers.com](http://www.jimmathers.com)

# Solutions Overview



## Energy Procurement

Our procurement capabilities are supplier agnostic and enhanced by advanced analytics to drive and develop long-term strategies based upon quality, supplier diversity, supplier reputation, and price.



## Solar & Renewable Energy Solution

Commercial Solar solutions provide business owners with the opportunity to take control of their utility bills while demonstrating their commitment to the environment, while increasing the value of your property



## Demand Response

Demand Response and Onsite Generation is an innovative, revenue producing program allowing commercial and industrial users more energy independence. This allows you to sell back unused, curtailed, or self-generated energy back to the Grid, adding directly to your bottom line.



## Backup Generation & Batteries

Power outages can take a serious toll on your production and profitability. Harnessing the power of backup generation and battery vital systems is a vital safeguard



## Microgrid Design & Implementation

By creating more localized energy resources, you have the ability to island from the grid during times of emergency or peak demand. A microgrid can both serve you as a host, or serve the surrounding communities.



## Energy Intelligence

Our advanced maintenance and monitoring software collects data, and predicts interruptions before they occur, minimizing life cycle costs and optimizing performance.



## Energy Efficiency & Optimization

From LED to building optimization and water smart valve solutions, efficiency projects combine cutting edge technologies with a series of protocols used to get the most value out of your energy use and capitalize on savings opportunities.



## Bill Auditing & Expense Management

Expense management solutions can provide an organization with multiple meters and locations end-to-end receipt payments for Telecom, IT, and Utility invoices, while securing lower rates and spotting & correcting billing errors.



## HVAC Refurbishment

With HVAC systems across the country coming offline, refurbishment can restore these systems to 90% of their original efficiency. The result is less energy usage and cleaner air quality at a quarter of the cost of replacement.

## Past Performances

### A Major State University

Reached a 157% annual ROI on HVAC restoration for a 32,000 student State University Campus

### Asphalt Company, Indiana

Achieved savings of over \$550,000 for an Indiana asphalt manufacturer by procuring a 3-year Natural Gas contract.

### A Leading Retail Chain

Realized savings of over \$1.1 million dollars per year on Electric & Natural Gas costs across 4 distribution centers and 820 store fronts.

### Microgrid

Our technology partner installed a microgrid for Necker Island, giving it complete energy autonomy.

## Partnerships

