



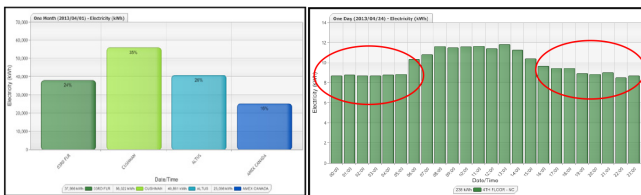
Building Intelligence with Submetering Solutions



QMC Tenant Engagement Program for Reducing Tenant Energy Use

(Program can utilize meter data from Quadlogic, Intellimeter, Carma and/or Triacta meter systems)

STAGE 1: Planning with Property Team



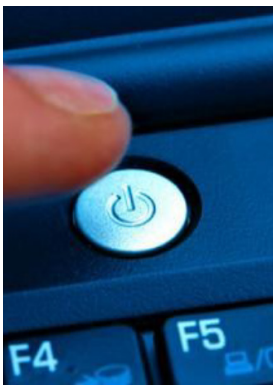
- Identify first tenants to engage. Suggest focusing on motivated tenants and/or large energy users
- Analyze their energy profiles on web-based software to determine opportunities for savings. These can include reduction in after-hours loads, reduction in peak-hour use
- Determine which loads the property can facilitate reduction in. For example, lighting control schedules or HVAC schedules
- Assemble team for engagement: property manager, consultant, etc
- Prepare literature and IPAD presentation. Presave any graphs in case internet connection is poor and web-based software not accessible

STAGE 2: Engaging Tenants in their space



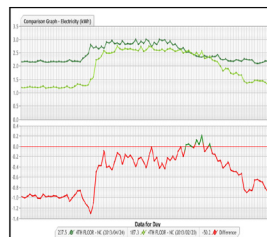
- Schedule and visit tenant space with IPAD and literature
- Meet with 2-4 key people within their organization. These can be highly motivated energy savers, office manager and/or their facilities manager
- Review their energy profiles and identify largest opportunities for savings
- Determine if all current schedules are necessary (do lights need to stay on until 8:00?)
- Get feedback on areas they think savings are possible
- Provide tips and action plan on how to achieve savings

STAGE 3: Assist in Energy Reduction Efforts



- Follow-up in one week on progress on simple tasks, such as shutting off computers, lights, photocopiers, etc
- Provide tenants with some sample tools for energy savings (motion sensors, timing devices)
- Provide simple rewards for their energy savers
- Provide update on their new energy profiles to show reductions achieved

STAGE 4: Track Results and Expand to others



- Review after two-four weeks
- Verify any savings on a daily and cumulative sum basis
- Share results with tenant(s)
- If any competition was in place, reward accordingly
- Engagement team to review pros and cons of program and find ways to improve
- Take program to next set of tenants

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