



## The Budderfly Effect

*"The One Change that Changes Everything!"*

### We Partner with our Customers?

1. ***Increase Energy Efficiency with no capital required***
2. ***Use savings to fund LED Lighting and HVAC efficiency upgrades***
3. We take the risk, so our customers do not have to

### Who We Are?

1. ***Energy Management Outsource Company***
2. HQ in Connecticut
3. Currently we have over 2000 Customer locations under management
4. Fastest Growing *Energy Management Outsource Company* in the US

### What We Do?

***"We make 'going green' economically feasible"***

1. We provide guaranteed savings to make projects "budget negative" from day 1
2. We assess the current Energy Efficiency situation within your facilities at NO-Cost.
3. Purchase, install and support energy efficiency upgrades at NO-Cost
4. We upgrade lighting to LED Lighting at NO-Cost
5. We perform HVAC upgrades at NO-Cost
6. We provide a 10-year parts & labor warranty NO-Cost
7. We provide unprecedented visibility to energy usage.
8. We provide unprecedented visibility to energy expense

***"We put you 1<sup>st</sup> in everything we do!!"***

### How We Do It?

1. Enter into a 10-year Agreement with our simple 3-page agreement.
2. We commit to take all the risk for you by using our own Capital.

3. We establish a 12-month average monthly usage (AMU) by looking at the past 2-3 years of your monthly electric usage.
4. We take responsibility for the monthly billing, including paying it each and every month. You are then billed your portion. Our billing is our own proprietary product. If you currently get many bills for many meters you will now only get 1 Bill with all your data on it.
5. We install Energy Management Software with Ai Technology to assess where the savings is within your facilities and on your properties. (we sub-meter at a granular level when needed)
6. We ONLY use high quality equipment when doing replacements. This allows us to provide the 10-year parts & Labor Warranty. (this includes the bulbs)
7. When upgrading a Light, we replace the entire fixture not just the bulbs.
8. Revenue sharing model:
  - a. Initial Guaranteed Savings of up to 10%
  - b. First three years Budderfly keeps the rest of the savings.
  - c. Year 4-10:
    - i. Partner keeps initial amount (example 5%)
    - ii. Budderfly keeps the next 20%
    - iii. Anything over 25% is split between your organization and Budderfly
9. We look for savings everywhere. We are incentivized to spend money when we find savings.
10. We make recommendations about upgrades and you approve those recommendations.

#### **Keys to Remember:**

1. We are an Energy Management Outsource Company!
2. We do not do Performance Contracts: our agreement is only 3 pages.
3. We are unique in that we take ALL the Risk off of your shoulders!
4. We use our own Capital for the entire program and upgrades: no loans, leases or gimmicks of any kind, simply straight forward
5. We provide proprietary billing that simplifies your bill for your CFO's, Business Manager's, and Finance Directors.
6. We hold an active TIPS Contract for "Energy & Water Efficiency": they have done an extensive review of our company and process to include references. TIPS allows you to enter into an agreement with us without the hassle of a bid process. They help you satisfy all your legal requirements. Membership in TIPS is Free to your tax-exempt government entity.
7. We are Servant Leaders, and we will put YOU 1<sup>st</sup> in everything we do!
8. We are not Vendor's; we are your Energy Efficiency Partners!

**For more information call:** Scott Graham (817)505-3551 or Wayne Decesaris (512)695-1576