

How Energy Efficiency as a Service (EaaS) Works

LOWER YOUR ENERGY BILLS WITH NO OUT-OF-POCKET COST OR EFFORT

What is EaaS?

It's how you **cut your energy bill** with no out-of-pocket cost or effort through a service offered by Utility Metering Solutions, LLC (UMS) and Allumia. With EaaS, we reduce your energy consumption, upgrade your lighting, and cover your future maintenance. We're energy efficiency experts who take the whole thing off your hands and get it done.

THE SHARED SAVINGS MODEL

Once your energy efficiency upgrades are activated and your monthly bill drops, a portion of your savings covers the cost of the new equipment and the program. After the program term, your business keeps 100% of the amount saved each month. There's no out-of-pocket cost, or disruption to your operations.

"Allumia ... took on all the risk and we shared the savings. It was a no-brainer for my business."

Patrick Perkins, President
Dock High Logistics, Sumner, WA



HOW TO GET STARTED

- Contact **UMS** to schedule a free, no obligation, site audit
- We provide a detailed lighting upgrade proposal customized to your needs and goals
- Upon your approval, we deliver our services contract
- We manage the construction process from end-to-end – with no out-of-pocket cost
- Installation includes a new revenue-grade meter to track your savings
- A portion of your savings each month is directed to Allumia to cover equipment as well as turnkey support and maintenance of your energy efficiency upgrade
- After the program term ends, your business continues to benefit from the upgrades and will save even more on energy costs



WHY UMS AND ALLUMIA?

- We have a vested interest in the long-term performance of your efficiency upgrades
- We make money when you save money
- The more you save, the more we earn
- We help cut your energy bills with zero out-of-pocket costs to your business
- Unlike traditional financing, we deliver the full package from design and installation all the way through to maintenance.
- Your business focuses on serving customers, not dealing with saving energy





If you don't act now - or postpone your decision - you get nothing.
The sooner we start, the sooner you save.

Before Program

Your Energy Bill

EaaS Program Term (Shared Savings)

Your Savings

Amount to Allumia

Your Energy Bill

After Program

Your Savings

Your Energy Bill

Without EaaS

- ✗ Zero Savings
- ✗ Ongoing higher energy costs

Get EaaS Now

- ✓ New Lights
- ✓ Happy Customers
- ✓ Productive Employees
- ✓ Increased Safety
- ✓ Lower Electric Bills
- ✓ Immediate Savings
- ✓ Sustainability Goals
- ✓ Environmental Support
- ✓ No Projects to Plan or Oversee

UMS & Allumia versus competing options

Purchased

Financed

ESPC²

UMS & Allumia

Program responsible for program risk			✓	✓
Available for projects under \$1 million		✓	Rarely	✓
Billed based on metered savings			Sometimes	✓
Turnkey design and installation, included	✓		✓	✓
System maintenance, included			✓	✓
No upfront capital required		✓	Sometimes	✓
Contract terms under 10 years	✓	✓	Rarely	✓
Typically considered a service agreement, not a debt or finance obligation				✓

¹Energy Service Performance Contract

How We Helped a Shopping Center Save More Than \$45,000/year

Northcross Shopping center, located in Huntersville, North Carolina realized that it needed to modernize its aging exterior lighting, not only to improve the look and feel of the building but also to reduce its operating expenses. However, it lacked the capital needed to perform the necessary efficiency upgrades to achieve this.

This is where UMS and Allumia stepped in and replaced the existing metal halide lighting with energy-efficient LEDs at no out-of-pocket expense to Northcross. Allumia's EaaS program handled the equipment purchase, installation and maintenance along with providing and installing revenue-grade meters to verify the efficiency upgrades. This not only produced a brighter, more aesthetic retail experience for the shopping center, but it also generated significant and immediate energy savings.



Not only did the shopping center save more than \$45,000/year, the reduction in energy use cut carbon emissions equivalent to removing 76 cars off the road each year.

This EaaS program is offered through UMS in collaboration with Allumia, an EaaS provider. Our goal is to maximize your savings.



To get started, or receive more information, call (800) 933-9739 or visit us at <http://ums-lighting.com/>

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