Commercial Value Added Products and Services

**Products and Services offered**
- LED lighting
- Smart building controls
- Monitoring & alerts
- Bill audits
- Smart thermostats
- Tariff analysis
- Energy insights
- Energy procurement

**Operations**
- 565 installations
- 899 audits completed
- 80 proposals monthly in FY19

**Financials (USD)**
- $3.1M in customer savings
- $1.5M claimed incentives
- 40%+ gross margins
- 2 year average payback
- Revenue pipeline growth from $8M to $55M in 12 months

**Geography**
- Installations across the USA, Canada, and Mexico
- In the United States, installations in 45 states

**Environmental benefits**
Customers have saved approximately 2,700,000 kWh annually, which is the equivalent of:
- Greenhouse gas emissions from 430 passenger vehicles driven for one year.
- CO2 emissions from 226,104 gallons of gasoline consumed.
- Carbon sequestered by 2,367 acres of US forests in one year.