



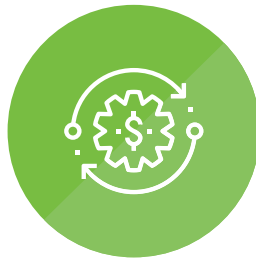
Efficiency as a Service (EaaS)

Accelerate funding, savings and execution for large-scale efficiency projects with EMC. EaaS delivers guaranteed utility savings without the up-front investment or the typical technology, performance or maintenance risks commonly associated with large-scale efficiency projects.

Key Benefits



No up-front cost



**Cash flow positive
accelerated savings**



**Potentially off-balance
sheet financing**



**No technology,
performance or
maintenance risks**

EMC's Solution

- At no capital cost to you, we provide a full turnkey customized lighting and controls retrofit solution through a flexible and scalable service agreement.
- We sub-meter energy consumption to provide real-time data and transparent reporting.
- Our terms guarantee performance and you pay less for each kWh saved.
- At the end of the agreement, you take ownership of the assets (with zero buyout) and enjoy 100 percent of the efficiency savings going forward.

Why EMC

- We help companies break out of legacy procurement models that prevent them from deploying new LED lighting + technologies and accelerated operational cost savings.
- Our proven EnergyMAXX® process delivers large-scale rapid deployment of energy efficiency technologies and long-term value across our customers' portfolios.
- EMC becomes an extension of your team, minimizing disruptions and managing all aspects of the efficiency project to allow internal resources to stay focused on their core business responsibilities.



LEADING THE FUTURE OF LIGHTING + TECHNOLOGY

MAXXimize Your Lighting

EMC's turnkey project management approach, EnergyMAXX, has helped our customers maximize the results of each project phase—from multisite energy audits to maximizing utility savings with energy rebates and incentives—bringing an immediate and positive impact to their bottom line.



The EnergyMAXX Process ensures your lighting retrofit's success by maximizing results in each project phase:

Prioritize

Target spend efficiently for your lighting projects

Audit

Ensure a strong foundation for decisions and installation

Design

Select the best fit and performance for your facilities

Incentives

Receive maximum value and drive lowest initial cost

Logistics

Coordinate to support daily business and project needs

Installation

Complete as scheduled with a comprehensive and clear scope

Service

Maximize long-term value of your new lighting systems