ENISCOPE®

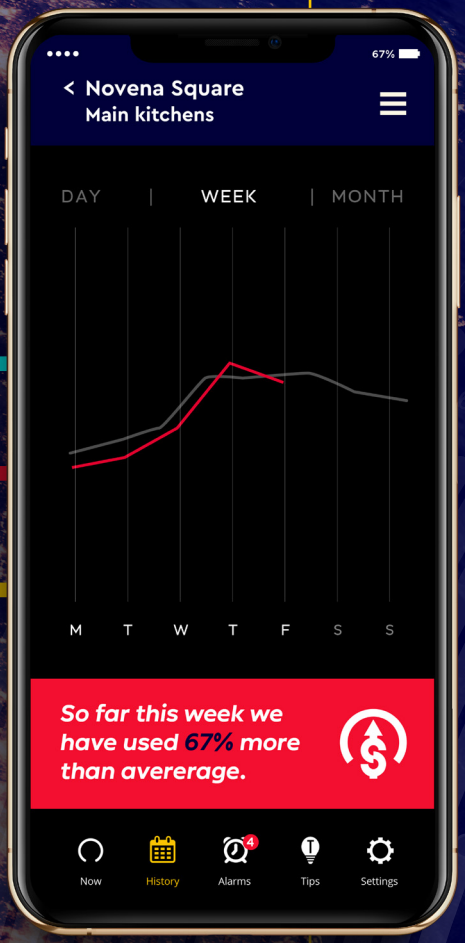
Eniscope in Action

The complete energy management solution.

Monitor 1

Control 2

Reduce 3



[SWITCH ON TO EFFICIENCY]

best.energy

1 Introduction
"Don't tell me you're funny" [+]

2 What is Eniscope?
"The complete energy management solution" [+]

3 Who needs Eniscope?
"Used in a variety of industries across the globe" [+]

4 Eniscope in Action
"Case studies with proven savings" [+]

Welcome to this Eniscope in Action document

"Don't tell me you're funny, tell me a joke"

I'm sure that, in almost every hour that passes, you are faced with marketing materials and advertising – selling the next best thing. In most cases, they use the fanciest words, the most elaborate language and energy-charged phrasing possible to catch your attention. But they don't say much of substance.

This document is our attempt to address that. With over a decade of successful global operation, we've got lots to shout about. So why not let our case studies do the talking?

Each of the scenarios in this document elaborate on different elements of what our flagship product 'Eniscope' can deliver, and show how its appeal is truly global.

If our partners can deliver it for these case study clients, they – and we – can deliver it for you.

Here's to a greener, more efficient world – one building at a time.

Troy Wrigley
CEO, Best.Energy

Designed in the UK, in use around the world.



TROY WRIGLEY
CEO, BEST.ENERGY

What is Eniscope?

Eniscope is the most complete energy monitoring solution in the world, helping you to identify waste and eliminate costs. It combines unmatched hardware with a class leading software platform in one holistic solution.

Eniscope provides tens of thousands of sites worldwide with truly end-to-end energy management. Easy to install hardware sends granular energy data to your dashboard, available from any device, anywhere.

And with intuitive reporting, public displays, automatic alarms and a whole suite of IoT sensors – the Eniscope eco-system is more than just hardware. It's a hugely powerful solution relied upon by big names like 7-Eleven, KFC & IBM.

The benefits of Eniscope



"I've never seen a system like it. It's been very easy, the platform is very intuitive."

HEAD OF CONSTRUCTION & REAL ESTATE, REITAN CONVENIENCE (7-ELEVEN), DENMARK

"In a heartbeat we would recommend it. It's cutting edge, it really is."

CHIEF BUSINESS OFFICER, HILLSBOROUGH COUNTY SCHOOLS DISTRICT, USA

ENISCOPE

Did you know?
With Eniscope you can...

[1] Eliminate hours of waste

[2] Expose energy abusing equipment

[3] Prove savings and change user behaviour

[4] Identify maintenance issues before they happen

[5] Accurately calculate tenant billing

A new revolution in IoT-driven energy management

And with our new 'Eniscope Air' functionality, Eniscope doesn't work alone. Each device is IoT connected and able to receive data from wireless sensors across the facility – that means occupancy, temperature, humidity and much more; all placing your energy data in context.

Taking advantage of this is easier than ever before, with remote control functionality that allows you to turn off energy abusing equipment at the touch of a button, on an automated schedule or even based on a series of logic-based rules with our new automated intelligence features.

"Eniscope has the potential to make a massive impact on your business and your bottom line."

"30% of energy being used in buildings is done so inefficiently or unnecessarily."

UNITED STATES DEPARTMENT OF ENERGY

"79% of businesses view reducing electricity costs as essential to creating and maintaining competitive advantage"

DELOITTE

Eniscope is helping multiple sectors ***save...***

1. Facilities Management
2. Utility Brokers
3. Quick Service Restaurants
4. Offices
5. Education
6. Manufacturing

ENISCOPE

[CASE STUDY CONTENTS]

[ASIA]

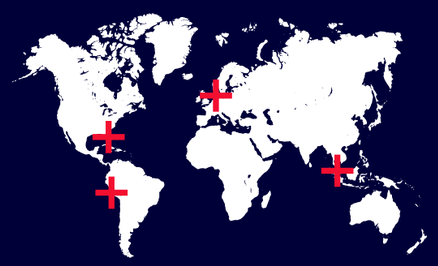
[S. AMERICA]

[N. AMERICA]

[EUROPE]



See the Eniscope in action across the globe.



ENISCOPE®

1 **North America**
[+] Hillsborough County Public Schools

2 **Asia**
[+] KFC

3 **South America**
[+] IBM

4 **Europe**
[+] 7-Eleven

[CASE STUDY]

Hillsborough Country Public Schools, USA

This project provides an interesting and rapidly evolving case study. A project value of over $500m is naturally striking, but perhaps even more interesting is the model the project is being offered on - 'pre-paid savings'.

For the client, there are a number of attractive features to that model. They have no capital expenditure, at all. They don't have to handle maintenance for the new technologies.

And, perhaps best of all, they are actually paid their share of the savings up-front - they don't have to wait for a month-by-month 'drip' of savings.

The Project

The project involves several phases of LED lighting installations, providing substantial energy bill gains - as well as much improved quality of light for the students inside.

At the time of writing, this stretches to 200,000+ new lights across the School District, with many more in the pipeline. And remember, at absolutely no cost to the client.





"When you sit down with a decision maker to talk energy efficiency, they very often say there's no budget available. The best way to address that? Take budget out of the equation.

"With this model, the energy savings pay for the installations and, through a clever financing model, the client can even cash in their energy savings up-front. How often does a supplier pay YOU to do business with them?"

TROY WRIGLEY
CEO, BEST.ENERGY

[N. AMERICA]

The Role of Eniscope

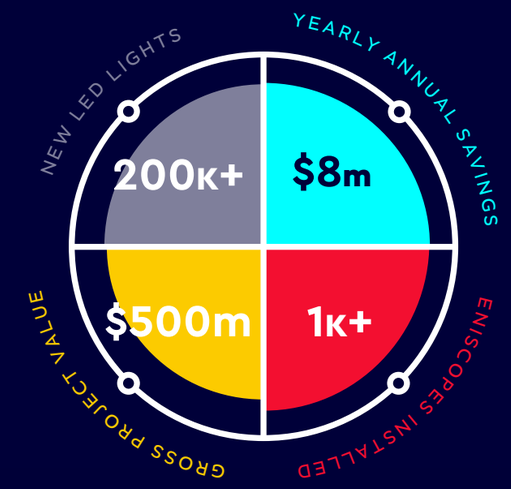
Using accurate, itemised, real-time data from the Eniscope platform, an energy consumption benchmark is set. The data is so reliable that this figure is implicitly relied upon by all parties of the agreement; the district, the Best.Energy partner and the financier.

The Eniscope devices will remain in place - providing a constant flow of real-time data on energy consumption. This helps identify and verify new ways to save energy over the length of the contract, and even helps with preventative maintenance.

The Results

By current projections, Hillsborough Schools District stand to save around $8 million per year on their electricity budget. And with more new measures in the pipeline, still at no cost to the client, this could still grow considerably.

"Naturally, more school districts in the USA are acutely interested in this model and negotiations are underway to roll this out deeper into the country."



This school district is saving over $8m a year through targeted energy efficiency

Hillsborough County
PUBLIC SCHOOLS
Excellence in Education



[27°57'10.8"N 82°26'49.6"W]



[CASE STUDY]

KFC, Malaysia

A Best.Energy partner in Malaysia has brokered a landmark energy deal with global fast-food giants KFC, paving the way for a potentially huge South East Asian Eniscope energy monitoring roll-out. That is despite tough competition in a 12-company tender battle.

The Context

KFC is a great example of a quick-service restaurant provider enjoying massive global success. KFC operate over 20,000 locations across 123 countries. They are second only to McDonald's in their size and scope.

The chain is a subsidiary of Yum! Brands, who also own Pizza Hut and Taco Bell chains. Operating long hours with energy-intensive functions, quick-service restaurants are a great fit for Eniscope-led energy management.

The Project

This project began with a hotly contested tender process. Competing against 11 other providers of energy monitoring and management solutions, Seido Solutions conducted a single store Proof of Concept installation. Crucially, Seido managed to deliver 24% savings on that store – the best result of any of the tendering suppliers. Thanks in no small part to the quality of the technology they had at their disposal, as a Best.Energy international partner.





With the Proof of Concept complete and the project contract secured, Seido went on to install Eniscope in 105 locations across Malaysia, including 88 KFC sites and 17 Pizza Huts. The technology, ably supported by the Seido analysis team, provides:

A constant flow of real-time energy data

An intuitive dashboard system for analysis

Ongoing opportunities for savings, including no-cost behavioural change solutions

Data to support Corporate Social Responsibility (CSR) and great PR opportunities

[ASIA]

Energy Efficiency Impact

The Results

Seido has delivered an average of 18% energy bill savings across the board in this project, rising to 40% in some locations. For an industry where energy consumption is very high and operating hours very long, this amounts to a substantial saving.

The Future

The energy team at Seido have been invited to assist in the Green Building Initiative project in Malaysia with KFC, with Eniscope the chosen device for this project. This got the attention of Yum! Brands themselves, which has unlocked negotiations for further projects in South East Asia.

Proof of Concept installations are already underway in six other countries, with new regions beginning to show interest with every week that passes. In total, as many as 1,912 KFC outlets fall within the potential scope of this massive roll-out.

18%
Average savings delivered across 105 locations

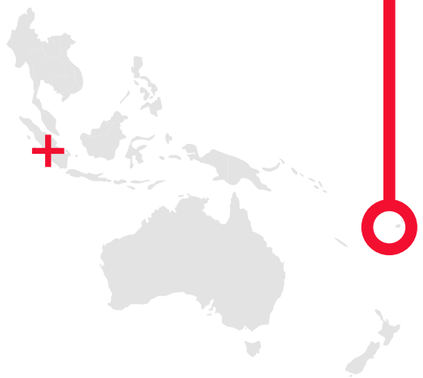
In monetary terms, that's around

$100,000
worth of savings every single month.

Seido have achieved up to 40% energy savings ***in some stores.***

Seido solutions

sogood™



[4°18'15.7"N 101°42'54.5"E]



[CASE STUDY]

Jorge Chávez Airport, Peru

Best.Energy partner EnergyCloud, technical consultant to IBM, took the lead on an exciting new project at Jorge Chávez Airport in Peru.

The client – Peru's largest airport – sought a solution to key energy management issues they were experiencing, for which they had struggled to find a single, end-to-end solution.

The Context

EnergyCloud provided the technical support for IBM Smart Energy Management Services (SEMS), to demonstrate the power of the Eniscope, focusing on the chiller systems. With 22% energy savings immediately identified after a fast, seamless installation – the Client decided to proceed with a full rollout.

Eniscope is now used to monitor 1,417 circuits across the airport, and to provide a smart maintenance system – allowing the airport's FM company to keep critical systems running.

The same system even provides granular tenant billing data, helping the airport to greatly reduce administration costs and tenant disputes.





"At one of the largest airports in South America, the airport operators needed to comply with ambitious energy reduction goals."

"Eniscope was the chosen platform to provide the flexibility, cost and ease of-use to measure 1,417 circuits; identifying energy leaks, electrical safety issues and providing automatic billing and CO2 reporting."

ROBERTO FLORES
CO-FOUNDER
ENERGYCLOUD CONSULTANT
TO IBM SEMS

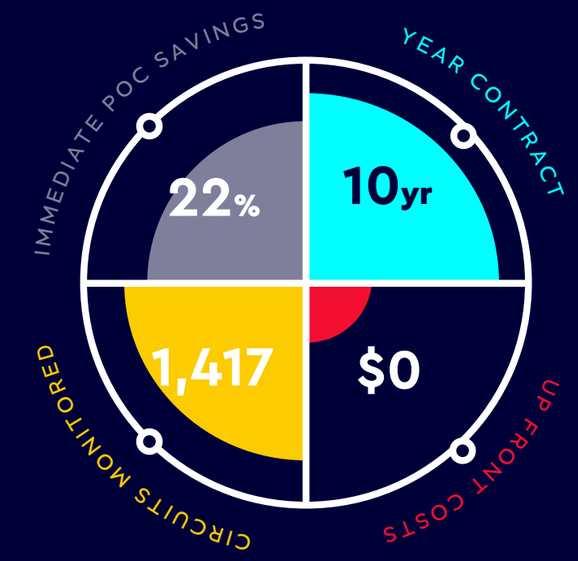
[S. AMERICA]

No Up-Front Costs

What Next

Lima Airport have been so impressed with the work of EnergyCloud, they have committed to a 120 month project. They appreciate the ability of the skilled energy management team to continue to make savings over a long period.

And with Eniscope's comprehensive data, a variety of retrofit technologies can be introduced and verified – including LED lighting, air conditioning and motor control.



Infinite ROI

22% Energy Savings
immediately identified after a fast, seamless installation.



[11°57'06.0"S 77°06'38.2"W]



[CASE STUDY]

7-Eleven, Denmark

Best.Energy's flagship partner in Scandinavia – IQ Energy Nordic – have forged a remarkable relationship with a huge player in the global convenience store market. Working closely with 7-Eleven and their Denmark license holder Reitan Group, they have orchestrated a 120-store rollout of Eniscope.

Who is Involved?

7-Eleven is an American-Japanese convenience store specialist, with over 56,600 stores worldwide, 45,000 employees and a total revenue exceeding $5.6bn. Their license holder for Scandinavia is Reitan Group. Based in Norway, they employ more than 38,000 people across 7 countries and boasted a gross revenue of 89bn Norwegian Krone in 2016.

7-Eleven and Reitan have been working with Best.Energy partner IQ Energy Nordic. One of Best.Energy's longest established and most trusted partners, IQ Energy is led by Jesper Kjærulff and Frank Schyberg; supported ably by a professional team of energy managers.

The Project

IQ Energy Nordic's relationship with 7-Eleven began with a proof of concept. Selecting four locations 'typical' of the wider portfolio, they were tasked with demonstrating their effectiveness.

The IQ Energy team delivered over 26,500 kWh in savings, at an ROI of 63% – all achieved using 'low cost, no cost' solutions – ie. not requiring capital improvements. So impressed were the 7-Eleven facilities team with these results, they gave the green-light to a full 120 store roll-out, covering every location in Denmark.



"In 2013 we met IQ Energy and were introduced to the Eniscope system. It gave us the opportunity to monitor our energy consumption in a whole different way. I've never seen a system like that, even though I've had a lot of meetings with a lot of providers. It's been very easy, the platform is very intuitive.

"I would recommend the Eniscope system to other companies. I have already recommended it internally in our group to our seven countries."

HEAD OF ESTATE MANAGEMENT
REITAN CONVENIENCE

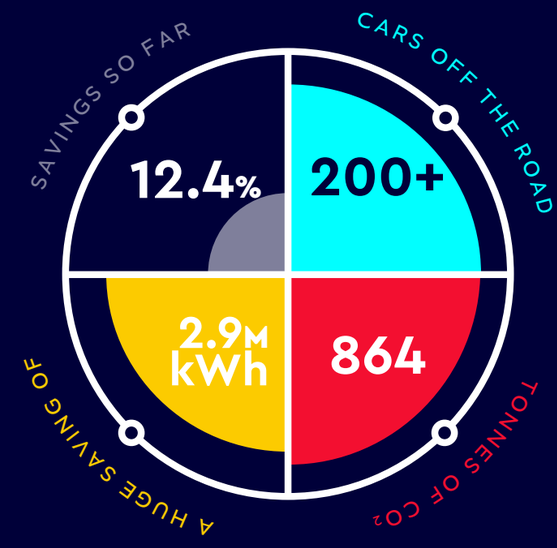
[EUROPE]

Transparent Results

The Result

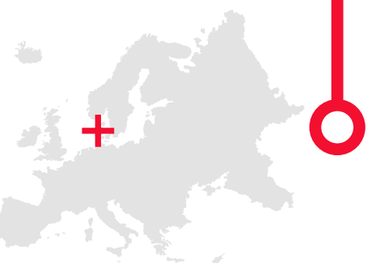
Like all Best.Energy partners, IQ Energy Nordic are fully transparent with their work. All savings are measured and carefully verified with the Eniscope.

Across the 120 store roll-out so far, the following has been achieved:



35,000 Air Miles Saved

A ROI of 63% ***was achieved using 'low cost, no cost' solutions.***



[56°02'09.8"N 12°27'28.3"E]



[V.1.3]



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