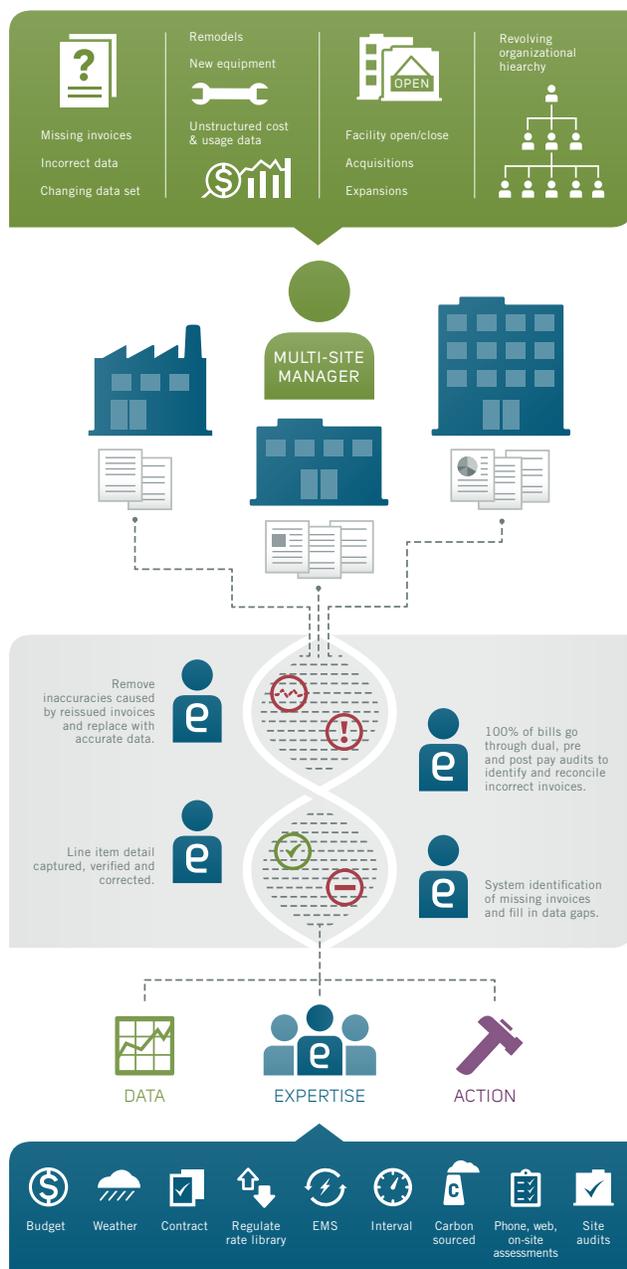


FROM DATA TO DECISIONS: THE CHALLENGES AND OPPORTUNITIES

Hidden in the thousands of utility invoices received by multi-site companies is the enormous value of consumption and cost data. Ecova captures the detailed data on each invoice, enabling the most extensive audits across all resources. The extent of our data capture and quality control drives the highest level of data accuracy in the industry. This allows our clients to utilize our validated, data-driven insights to further identify energy expense reductions in the order of 20%+, which falls straight to their bottom line.

WHAT IS THE BUSINESS PROBLEM

How does a client make informed business decisions around the identification and prioritization of the facilities that are using excess energy? How do clients then develop a long-term plan that provides a return on investment for energy management projects, manage project implementation, and report on the plan's effectiveness?



CHALLENGES

Transforming data challenges into actionable insights.

- highly unstructured utility invoice data
- geographically dispersed locations
- missing invoices and corrected invoices
- a constant changing inventory of locations and organizational structures

DATA SOURCE

What data is driving your decisions? A multitude of disparate data sources often result in incomplete, inaccurate data being used for critical decisions.

- constant merging of new and changing facility inventory
- cost, usage, and weather data
- equipment inventory data contained in numerous spreadsheets and/or databases

QUALITY ASSURANCE

Detailed focus on comprehensive, accurate data and proactive approach to correcting errors ensures all stakeholders have reliable data for strategic decision making.

- up to 6% percent of client invoices are reissued by utilities
- robust audits resulted in 285% ROI in 2012
- over 9% of utility accounts have missing or late invoices

OPPORTUNITIES

Our scalable platform contains over 2.5 billion points of data, making it the largest continuously evolving collection of energy and sustainability data of its kind. Over 700 multi-site organizations rely on our solid data foundation and energy expertise to take action on many of their advancing energy and sustainability management needs.