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WegoWise Exceeds Partner Channel Growth Expectations in Multifamily Real Estate by 148 Percent

New partner program helps energy service providers leverage benchmarking and building analytics, optimizing building performance and NOI

Boston (June 9, 2017) — On the heels of [announcing one of the company's strongest quarters](#) to date, [WegoWise](#), the largest energy and water benchmarking and building analytics software-as-a-service (SaaS) company for multifamily real estate, is announcing strong Q1 partner channel results and launching a new partner program to further expand its use as a platform for building operators, vendors, and consultants.

In Q1 2017, 20 percent of new WegoWise bookings came from energy and sustainability consulting partners. This represents a 148 percent increase in new bookings over Q4 FY 2016 (QoQ) from the partner channel. New customer acquisition, through partners, increased 72 percent from Q4 2016 to Q1 2017 (QoQ). Nine new partners, including YR&G Sustainability Consultants and SK Collaborative, started working with WegoWise in Q1.

“Our partners bring tremendous building science and engineering expertise to our customers, creating a perfect complement to our benchmarking and building analytics platform,” said Dan Teague, VP of Business Development for WegoWise. “By creating the WegoPartner Program, we are arming our building science and sustainability partners with the technologies and data they need to drive more optimal results for our customers.”

The newly launched WegoPartner Program gives energy service providers access to crucial building data and analytics and enables them to work more closely with their customers to close the loop on energy efficiency, optimize building performance, and increase Net Operating Income (NOI). The program allows partners to create tailored services that enable their customers to act on the benchmarking and building analytics information in their WegoWise account.

“Energy service providers have different needs and goals,” said Teague. “Some partners take advantage of our dashboards, while others benefit most from our automated utility data integration, benchmarking tools, M&V reports, and energy disclosure compliance service. No matter the need, WegoWise is designed perfectly to help service providers achieve greater success.”

WegoWise benchmarks more than 50,000 buildings and over 1 million units. The company has the most robust database of building performance data in the multifamily industry, and offers rich custom reporting that enables users to perform refined benchmarking comparisons and analyses.

About WegoWise

[WegoWise](#) is the real estate industry’s leading energy and water benchmarking, building analytics, and sustainability reporting company. The company transforms the way multifamily housing and commercial buildings are increasing operating income and asset value through benchmarking and building analytics. WegoWise’s software-as-a-service platform helps real estate managers achieve environmental, economic, and social sustainability with a payback in months. For additional information, visit www.wegowise.com.

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