

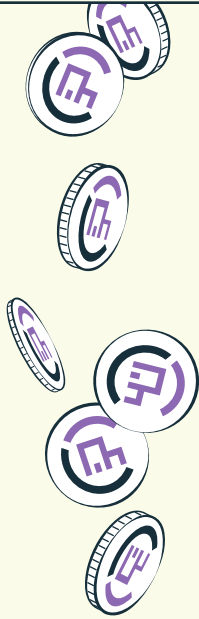
Save time, reduce costs, use less:

The ROI of EnergyCAP UtilityManagement™

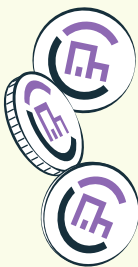
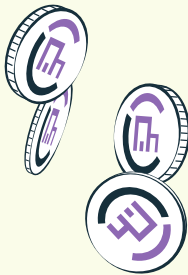


ENERGYCAP®

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Executive summary

As organizations manage their building portfolio, juggle energy data, and work to hit sustainability goals, getting the most out of their energy management tools is key. EnergyCAP simplifies complex energy and sustainability data in a single source of truth, cutting costs and energy use in the process. We hear from customers every day who are ditching spreadsheets and manual processes, making more informed choices, and saving big—whether that’s through lower energy bills, spotting billing errors, or fixing issues with their buildings.

To measure and validate this impact we ran a survey with customers from a broad range of industries, asking them to share whether, and how much, they’ve saved in costs and time since they began using **EnergyCAP UtilityManagement™** (EUM). Sharing the survey results is our way of showing you just how much value EnergyCAP brings to the table with a quick ROI, hefty cost savings, and more time on your hands.

Key findings

After implementing EnergyCAP UtilityManagement, you can expect to:

- ▶ see an ROI in 2.6 years, though nearly 1/4 see that ROI in 1 year or less.
- ▶ save 10% or more year-over-year on total utility bill spend.
- ▶ have 4.7% of utility bills flagged every month with actionable issues or errors you can resolve to save cost.
- ▶ save more than 20 hours of employee time per month
- ▶ eliminate manual processes across your organization.

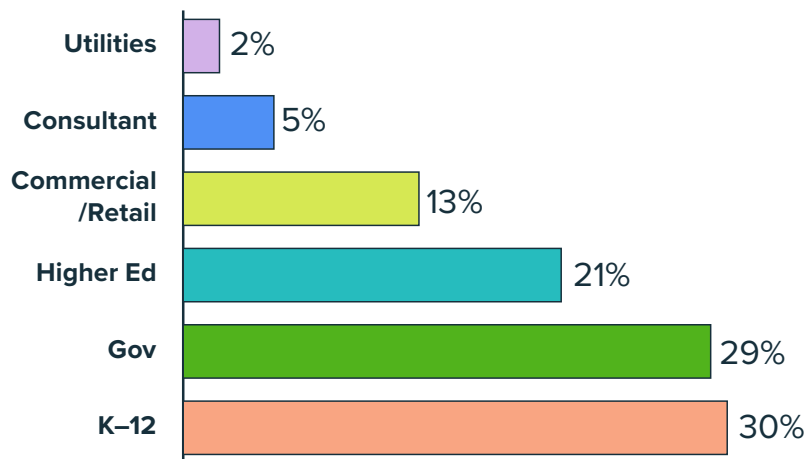
Methodology

The ROI of EnergyCAP UtilityManagement survey was open to all current EUM customers. If there were multiple responses from a single organization, additional responses were:

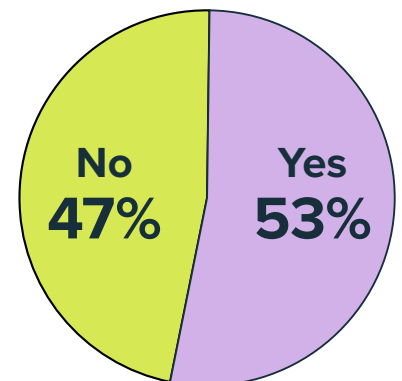
- ▶ Excluded from the results if all submitted responses were identical.
- ▶ The least favorable response was used if submitted responses differed (e.g. if one participant reported an ROI of 0–1 years, and another participant from the same organization reported an ROI of 2–3 years, the ROI for that organization was reported in the survey as 2–3 years.)

We crunched some numbers from our survey to provide clear benchmarks and takeaways in this eBook. Average, or mean, values are denoted with an * or clearly stated to be the average result. All other results are exactly what customers reported, transcribed directly into this eBook.

Participant industries



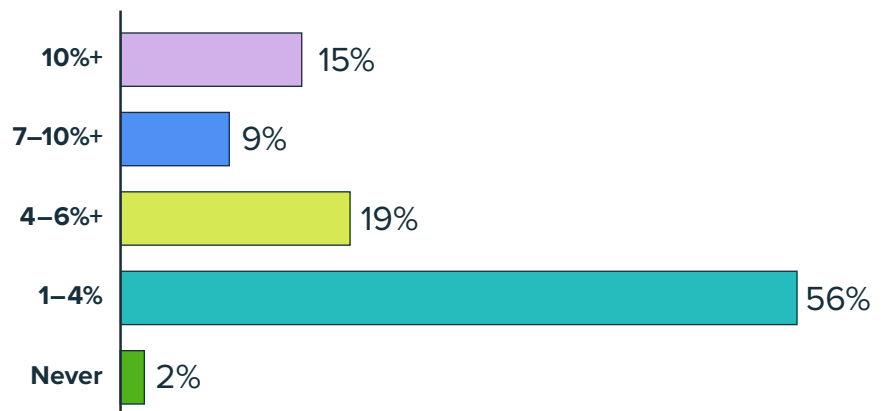
Bill CAPture subscriber?



Taking action

- ▶ **4.7% of customer bills*** are flagged in EnergyCAP UtilityManagement every month with actionable issues or errors they can resolve to save cost.
- ▶ More than 1 in 7 customers see **10% or more** of their bills flagged with actionable issues **every single month.**

Percent of monthly bills flagged by EUM with actionable issues and errors



What we think

EnergyCAP UtilityManagement automatically audits every utility bill entered into the platform. Bill flags point you directly to any areas of concern, helping you identify and resolve issues quickly—usually before the bill is even paid. Discovering things like billing errors, unusual use patterns, or unexpected costs puts money back in your pocket and towards your bottom line. Adding notes and assigning actions to others keeps everything in your single source of truth.

The bottom line

Every bill issue flagged by EnergyCAP UtilityManagement is an opportunity to cut costs, solve issues in your buildings, and save time.

Work smarter with money-saving features

We asked customers which features in EnergyCAP UtilityManagement saved the most time and cost for their organization. Effectively every area of the platform was praised in their responses, but we're whittling it down to the top 6 to share in this report.



Reports and dashboards

EnergyCAP streamlines energy and sustainability data analysis with customizable dashboards and reports. Skip manual data entry and reporting—focus on insights. Then share with your organization, the public, or external stakeholders by embedding into a website or auto-sending reports. No more creating graphs in Excel, no more fetching data, and no more report writing.



Cost avoidance

One of biggest barriers to implementing energy projects is not knowing how much you've actually conserved. Cost avoidance (also called Measurement and Verification) provides a direct and accurate estimate of exactly that, even through commodity price increases, weather changes, and varying billing periods. You get credit for all the changes you've made, and stakeholders can see the proof in dollars and cents.



Bill flags

Given that 98% of our customers take action every single month on bills flagged by EUM, it's no surprise that this feature made the list. Bill audits are powerful tools that examine utility bill data for accuracy and unusual patterns of use or cost, and automatically flag potential problems for review. Find billing and usage issues without having to play hide-and-seek.



Excel and other workbook exports

Want to download the data behind your favorite charts, graphs, and reports? It's a click away. The accounting department needs to slice-and-dice different data than building management? Everyone can download the data they need into common formats, or connect directly to your favorite business intelligence applications with **EnergyCAP Report Designer BI**.



Energy saving projects

EUM's project tracking feature reports energy and cost savings from your energy management projects. Input your project information, and the tracking feature automatically charts projects on EnergyCAP's Energy Use Intensity (EUI) graph. Everything stays in your single source of truth, and impacts get quantified and easily reported.



Benchmarking

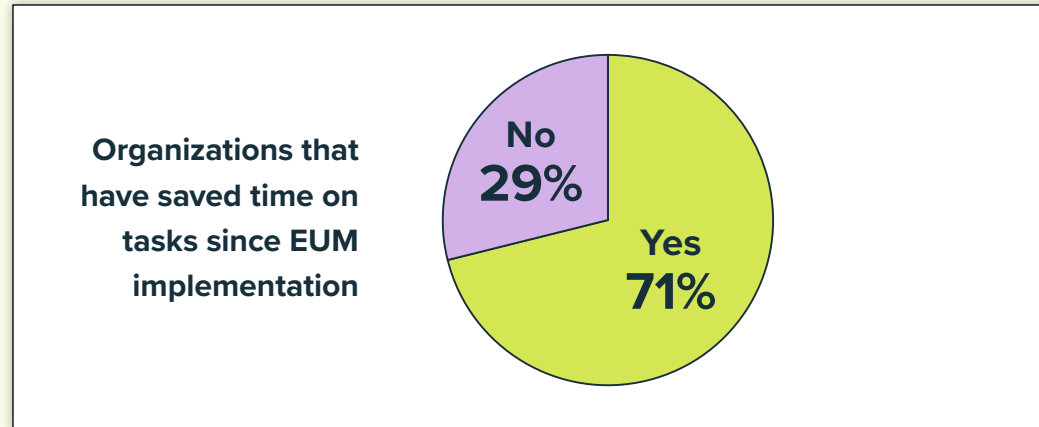
Compare your buildings apples-to-apples to find potential issues like leaks or theft, choose where energy projects should be implemented, and flag your rock-star, energy-conserving buildings to duplicate success. Or simplify submittals to ENERGY STAR® Portfolio Manager® with in-platform submittals that avoid double entry.

The bottom line

Every single feature in EUM is designed to save cost, save time, reduce energy usage, eliminate errors, or build insights. No two organizations, or industries, are going to find those savings through exactly the same methods (except you Government, Higher Education, and K-12—we see your collective obsession with Reports and Dashboards), but the good news is you don't have to choose. EnergyCAP UtilityManagement democratizes access to energy information across teams, facilitating in-depth analysis and easily delivering actionable insights without manual work.

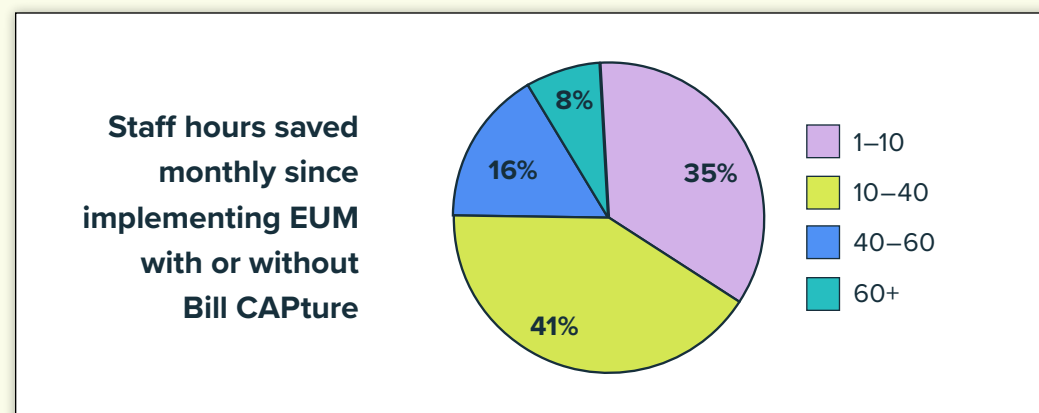
Time and cost savings

The vast majority of respondents saved time on tasks that used to be done manually once they began using EnergyCAP UtilityManagement.



Let's dig a little deeper and quantify that savings.

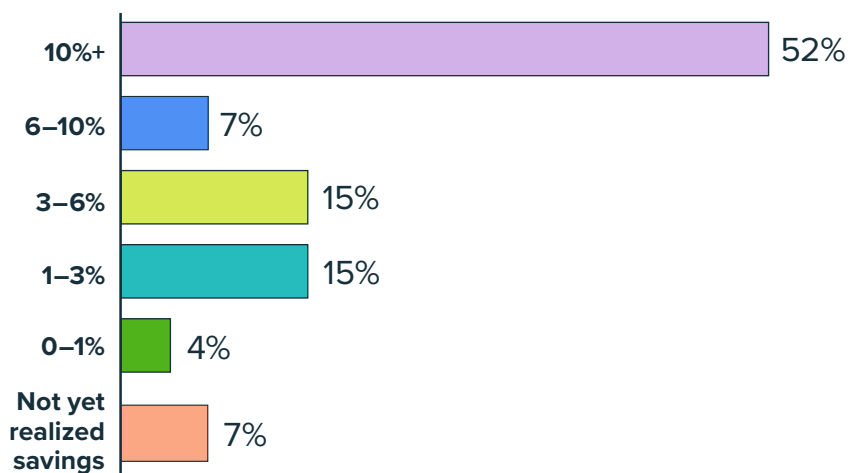
- ▶ Customers save an average of **23 hours of employee time per month** after implementing EnergyCAP UtilityManagement, at least \$16,000^A USD of salaried time a year.
- ▶ Subscribing to **EnergyCAP Bill CAPture services**, where we do all the work of entering utility bill data for you, supercharges this number. Bill CAPture customers save up to **37 hours a month** on average.
- ▶ 1 in 12 customers saves more than **60 hours of employee time per month** with EnergyCAP UtilityManagement—more than \$45,000^A USD annually.



Utility bill savings

- ▶ **More than half** of customers **save 10% or more** year-over-year (YoY) on the total cost of their utility bills after implementing EnergyCAP UtilityManagement.
- ▶ The total average YoY utility bill savings for all respondents was **7.5%**.

YoY annual bill savings after EUM implementation



What we think

It's no wonder organizations who use EnergyCAP UtilityManagement collectively saw bill savings of more than \$8 Billion^B in 2023. The benefits of lower utility bills costs and fewer employee tasks are self-evident—they free up valuable resources for other areas of your business. Imagine what your employees can accomplish with more than 11 weeks of newly available time, or where you might invest the 10% you save on utility bills, after you've implemented EnergyCAP UtilityManagement and handed off manual data entry to us with Bill CAPture services.

The bottom line

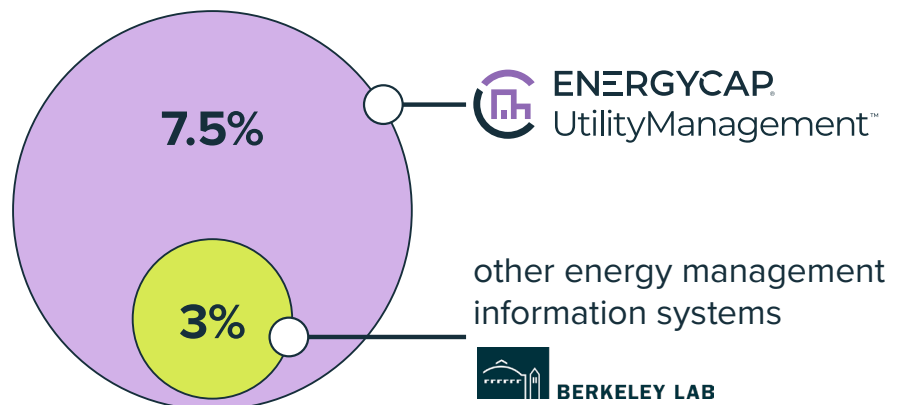
EnergyCAP UtilityManagement measurably saves significant amounts of money—through employee time spent elsewhere, in lower utility bills costs, and as building and billing issues are corrected.

Ahead of the pack

The Berkeley National Lab **found that** implementing an energy management information system leads to annual energy cost savings of around 3%. This figure has become an industry standard that many providers hang their hat on. EnergyCAP is thrilled that the average savings reported by our customers far outstrips this number.

- Average YoY utility bill savings with EnergyCAP UtilityManagement is 7.5%—**2.5x greater than other energy management software solutions.**

YoY utility bill savings with EMIS vs
EnergyCAP UtilityManagement



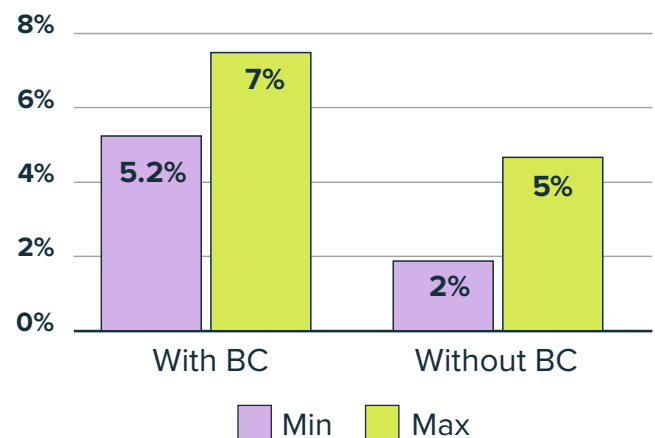
Go big with Bill CAPture

About half of survey respondents were also Bill CAPture subscribers. Unsurprisingly, passing off manual utility bill data entry to the experts at EnergyCAP saves these organizations significant amounts of time and cost, but even we're surprised at just how big the impact is.

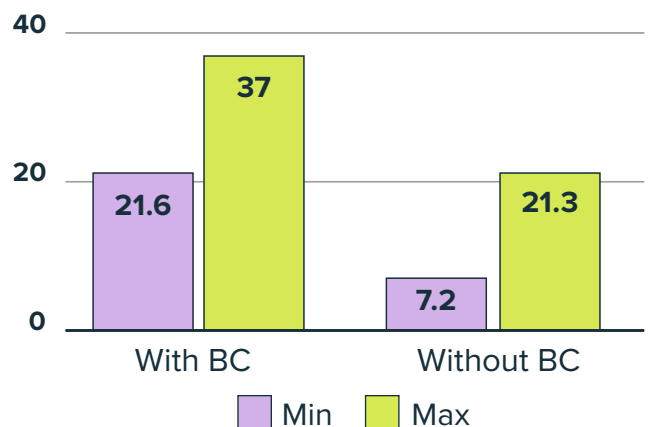
- ▶ Customers with **Bill CAPture** services have up to **4X the number of bills* with actionable issues or errors flagged** each month vs those without Bill CAPture.

- ▶ Adding Bill CAPture services saves **30+ additional hours* of employee time** every single month. This jumps to more than 60 hours for 1 in 7 customers with Bill CAPture services.

Bills flagged per month with actionable issues or errors



Avg staff hours saved monthly after implementing EUM

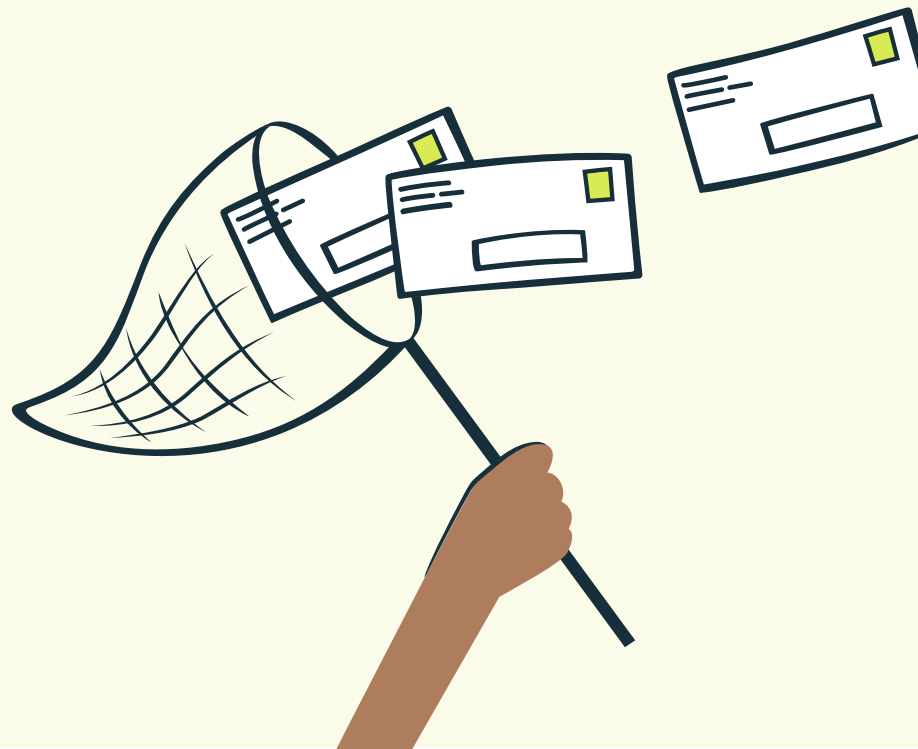


What we think

Accurate utility bill accounting and effective energy management starts with capturing complete utility bill data. Implementing EUM as your energy and sustainability ERP establishes a single source of truth for this data, resulting in enormous time and cost savings. Eliminating manual utility bill data entry amplifies all of those efforts—freeing up even more time and resources, and propelling you closer to lower GHG emissions without your focus having to be on your keyboard.

The bottom line

Every month, Bill CAPture services save up to **5X** the amount* of employee time, and result in as much as **4X** the number of bills* flagged with actionable issues, over implementing EnergyCAP UtilityManagement alone.

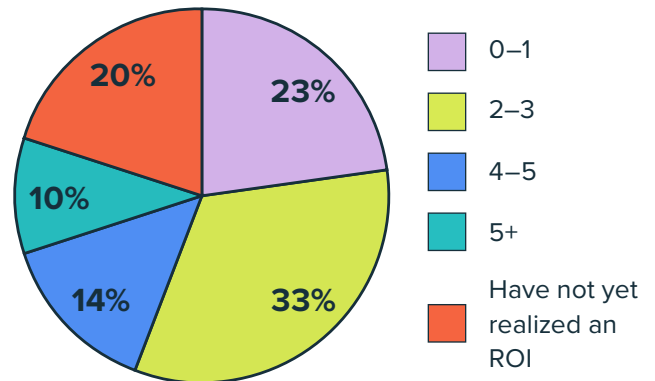


Return on investment

Drumroll, please. The key question for many organizations weighing whether they should continue to wrangle utility and sustainability data internally through spreadsheets and shared documents, or implement an ERP like EnergyCAP, is “when will I see a return on my investment?”. When you choose EnergyCAP UtilityManagement, the answer is: much sooner than you might think.

- ▶ The overall average ROI for the total cost of EnergyCAP UtilityManagement is **2.6 years**. This includes implementation costs, annual licensing fees, and service subscriptions as applicable—the whole kit and caboodle.
- ▶ Nearly 1 in 4 customers see an ROI **within a single year**.
- ▶ Only a small subset of customers took longer than 5 years to see an ROI, and 1/5 of respondents hadn’t been using the platform long enough to tell us.

Years to ROI with EUM



What we think

Apart from being a single source of truth for your entire organization, a path to data-driven energy decisions, and a holistic energy data reporting tool, EnergyCAP solutions are a sound financial investment. For most customers, the savings generated through EnergyCAP UtilityManagement will outweigh the implementation and licensing costs within a few short years.

The bottom line

You can spend the next few years filling out spreadsheets, trying to keep track of your utility data and projects in silos, or you can implement EnergyCAP UtilityManagement and see the cost paid back to you in that same amount of time. Average ROI for the platform is 2.6 years, with ¼ of customers seeing an ROI **within the first year**.

What customers had to say

For this section, we left the questions open ended and optional. While we couldn't include all responses, we've listed the most helpful and frequent responses to each question.

What areas of your organization have seen the most savings from utilizing EnergyCAP UtilityManagement?

- ▶ Accounting and finance
- ▶ Operations, Engineering, and Maintenance
- ▶ Energy Management
- ▶ Sustainability team
- ▶ Facilities and Public Works
- ▶ Administration
- ▶ Compliance—using EUM to submit our data to ENERGY STAR® Portfolio Manager®
- ▶ Taxpayers
- ▶ The entire school district
- ▶ Auditing

Approximately how much cost has been avoided annually by addressing the utility bill issues flagged by EnergyCAP UtilityManagement?

- ▶ **8% of respondents reported \$100,000 or more** of costs avoided in a single year by addressing utility bill issues flagged in EUM.
- ▶ The **largest reported cost avoidance** by an organization in a single year was **\$1.5M**
- ▶ “We do not have a running total of issues flagged and associated costs, but tens of thousands [of dollars]. We have caught water leaks, meter issues, boiler issues, and more.”
- ▶ “\$500,000”
- ▶ “\$50,000”
- ▶ “\$250,000”
- ▶ “\$20,000–30,000”
- ▶ “\$50,000–\$100,000”
- ▶ “\$5,000”

What customers had to say

How do you save time, energy consumption, or money with EnergyCAP UtilityManagement?

- ▶ “The ability to efficiently track usage is where we find our value. We have found that the ability to run reports showing usage trends makes it easier to communicate with our stakeholders. We are able to show them how specific activities change their utility usage, and communicate with the public regarding our efforts to reduce consumption.”
- ▶ “We haven’t had [the platform] long enough to get an idea of savings from actual bills, but the amount of time to review and process our bills each month has been drastically reduced - at least 8 hours a week in data coordination and tracking right away.”
- ▶ “Our department has had utility savings every single year since we have implemented EnergyCAP.”
- ▶ “EnergyCAP is very successful in finding issues with bills. Often there were financial and use errors that we encountered. Being able to easily assess every bill in one location is a major plus. The ability to avoid human error is an added benefit.”
- ▶ “Labor hours - manual bill input has been significantly reduced.”
- ▶ “We are able to track our progress in meeting energy conservation goals.”
- ▶ “We have been able to identify utility theft and take action to stop the theft.”

What customers had to say

Benchmarking

- ▶ “Benchmarking with ENERGY STAR Portfolio Manager. We have saved the time it would take to upload information into both platforms”
- ▶ “We are able to complete our Benchmarking efficiently”
- ▶ “Our goal is to achieve ENERGY STAR certification for as many buildings as possible. We’ve recently certified 3 new buildings directly through EUM.”

Facilities

- ▶ “Knowing what’s happening in our facilities and using that data as actionable intelligence”
- ▶ “We are able to catch overwatering much faster and [quickly] fix leaks.”
- ▶ “We can spot potential maintenance issues based on unusual usage.”

Notes key

* - The average, or mean, of all survey responses

A - Salary time savings based on the average annual salary of an energy manager, finance manager, and facilities director in the United States as reported by Indeed.com plus average payroll costs

B - Cost avoidance total for all EUM licensed databases from Jan 1–Dec 31, 2023.

About EnergyCAP

EnergyCAP is the leading Energy and Sustainability ERP, empowering customers with full control and understanding of their energy and sustainability data to reduce their carbon footprint and drive savings. For over forty years, thousands of public and private institutions have been using EnergyCAP to streamline accounting processes, reduce resource consumption, and identify opportunities for sustainable operations. EnergyCAP helps customers who are drowning in paper bills, manual processes, and cumbersome spreadsheets and enables them to execute, analyze, and report on the energy and decarbonization projects needed to create a more sustainable world.

Seamlessly bundle or choose à la carte from EnergyCAP's array of energy and sustainability solutions. Whether you're starting small or expanding big, we've got you covered. Empower your data-driven transformation, anywhere you are.



ENERGYCAP[®] UtilityManagement[™]

Get best-in-class portfolio-level energy and sustainability reporting. Get accurate and reliable energy and utility data across your entire portfolio and streamline energy and accounting workflows.

Key Features

- Accurate utility bill data, always
- Easy facility benchmarking
- Chargebacks and tenant billing
- Integrate with ENERGY STAR
- Measurement and verification



ENERGYCAP[®] CarbonHub[™]

Get a holistic view of financial-grade scope 1, 2, and 3 carbon emissions data across your entire business with automatically applied factors to meet your ESG reporting needs.

Key Features

- Auto GHG conversion
- Market-based emissions factors
- Track progress toward goals
- Sharable reports, charts, and dashboards
- BI tool integration



ENERGYCAP[®] SmartAnalytics[™]

Get real-time energy and sustainability analytics. Dive deep into real-time performance of assets, devices, and sensors. Make quick, data-driven decisions for high-performance, net-zero buildings.

Key Features

- Analyze consumption trends
- Machine learning behavior modeling
- Customizable alerts and alarms
- Formula-based calculations
- Tariff analytics



ENERGYCAP[®] Bill CAPture[™]

CAPture Services: CAPture Services: Bill CAPture, Bill Processing/Managed Services

ENERGYCAP[®]