

**FUTURE
SOLUTIONS**

ENISCOPE®

ENISCOPE IN ACTION

The Complete Energy Management Solution

 GLOBALLY RECOGNISED



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INTRODUCTION

Welcome to this Eniscope in Action document.



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

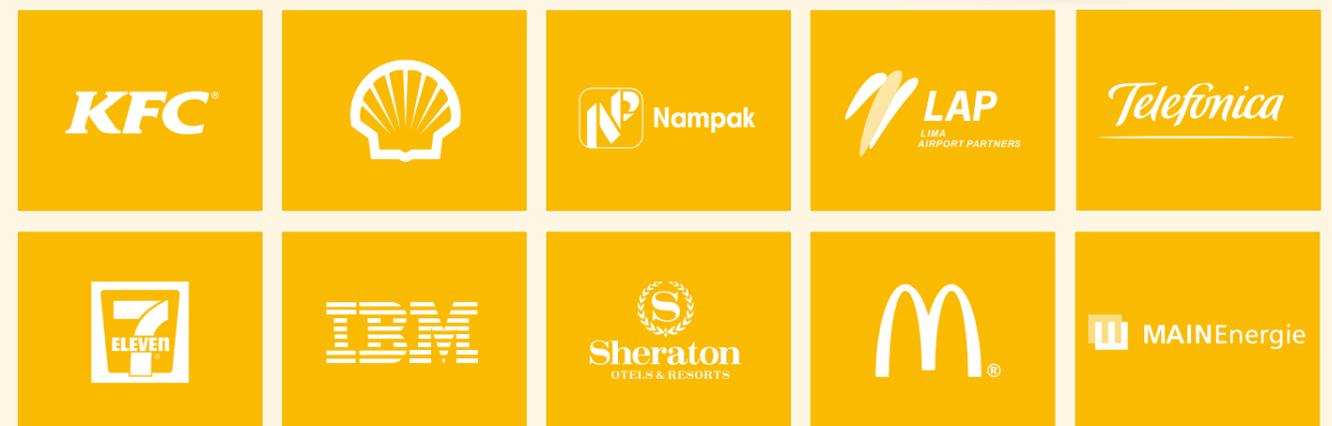
I'm sure that, in almost every hour that passes, you are faced with marketing materials and advertising - selling the next best thing. In most cases, they use the fanciest words, the most elaborate language and energy-charged phrasing possible to catch your attention. But they don't say much of substance.

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 Saving Technology



WHAT IS ENISCOPE?

Eniscope is probably the most complete energy management 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.

The Overview

Eniscope is truly an end-to-end, real-time energy management platform. Both hardware and software, Eniscope allows facilities managers, estate managers, building owners and more, to get a complete picture of their portfolio's energy consumption.

Designed in the UK, Eniscope has been honed over 10 years of successful global operation - with successful installations in household names like KFC, Telefonica, IBM and 7-Eleven.



Second-By-Second Monitoring



Plug-And-Play



Integrate With Software Via The API



Connect Seamlessly To IoT Sensors Via Eniscope Air



Itemised Energy Dashboard

Customisable reporting, energy alerts, IoT connectivity and much more...

Eniscope is an energy management ecosystem. Not just a hardware box; Eniscope is software, intuitive reporting dashboards, public displays, alerts, alarms and so much more.

With ten years of successful operation across thousands of buildings the world over, we have developed a set of tools perfect for every property manager. Second-by-second data is fed to your dashboard, available from any device, anywhere. Multiple-facilities all send data to one central analysis point, making full estate management easy and location-to-location bench-marking readily available.

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. And 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.

Did you know?

With Eniscope you can:

Eliminate hours of waste

Expose energy abusing equipment

Prove savings & change user behaviour

Identify maintenance issues before they happen

Accurately calculate tenant billing

WHO NEEDS ENISCOPE?

In a recent report, engineering giant Siemens identified energy monitoring and targeting as the number one energy saving option, adding that it makes it easier to perform other energy saving actions.

They state in the report that:

"The ability to measure and monitor real time key performance indicators on your site, by collecting the right data in the right way, will mean you can highlight problem areas and identify quick payback opportunities."

As the following case studies show, Eniscope is used effectively in a variety of industries across the globe. From one building, to hundreds - Eniscope is relied upon by all sorts of business types.

"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

These Industries Save With Eniscope

Facilities Management

Utility Brokers

Quick-Service Restaurants

Offices

Education

Manufacturing



And many more...

ENISCOPE®



ENISCOPE IN ACTION ACROSS THE GLOBE



BEST partner Minimise USA provide an interesting and rapidly evolving case study. The \$500m project value is obviously striking, but perhaps even more impressive is the model being offered to the client - a US schools district - to make it happen.

BEST Partner Secures \$500m Deal With USA Schools District

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, Minimise actually pay them up-front a portion of the projected energy savings.

"The first objection when you sit down with anyone is 'I don't have the money to pay for these installations', so the key to our business model is to take the money decision out of the equation of selling."

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 40,000 new lights across the School District, with many more in the pipeline. And remember, at absolutely no cost to the client.

"We produced a model whereby the energy savings would pay for the installations, but we also went a step further. We offer a share of the savings that our technologies create, verified by the Eniscope, and we pay them up front. We're actually paying the customer to do business with us!"

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 partner and the financier.

DANNY BADRAN
CEO at Minimise USA

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.



\$8m
Yearly Energy Savings

1,000+
Eniscopes Installed

\$500m
Gross Project Value

15-20%
Energy Savings Achieved (So Far!)



A BEST 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 international partner.

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.

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



BEST 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 - feeding information back to the EnergyCloud energy management team. With minute-by-minute information at their finger tips, they can continually identify energy saving opportunities across the huge facility.

That same granular energy data has also been harnessed to provide a smart maintenance system, allowing the airport's FM company to keep critical systems running, and to provide accurate tenant billing, greatly reducing administration costs, disputes and errors.

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.

22%

Energy Savings

1,417

Circuits Monitored

10

Year Contract

\$0

Up-Front Costs

ROI

Infinite

"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





BEST'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 - the world's most complete energy monitoring system.

The result? A huge saving of 2,700,000 kWh and over 864 tonnes of carbon dioxide.

The Context

Who are the main parties?

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 partner IQ Energy Nordic. One of BEST'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.



Global telecoms giant Telefonica faced significant challenges with their existing EnMS contract with Colombia's largest government agency, SENA.

Through a \$1.3 million contract with BEST partner ABATE, those challenges have been overcome and the client's valuable relationship with SENA maintained.

The Context

Telefonica is the 7th largest telecommunications company in the world with over 115,000 employees and with annual revenues exceeding \$60 billion US.

SENA has over 12,000 employees and operates approximately 300 vocational school locations in Colombia.

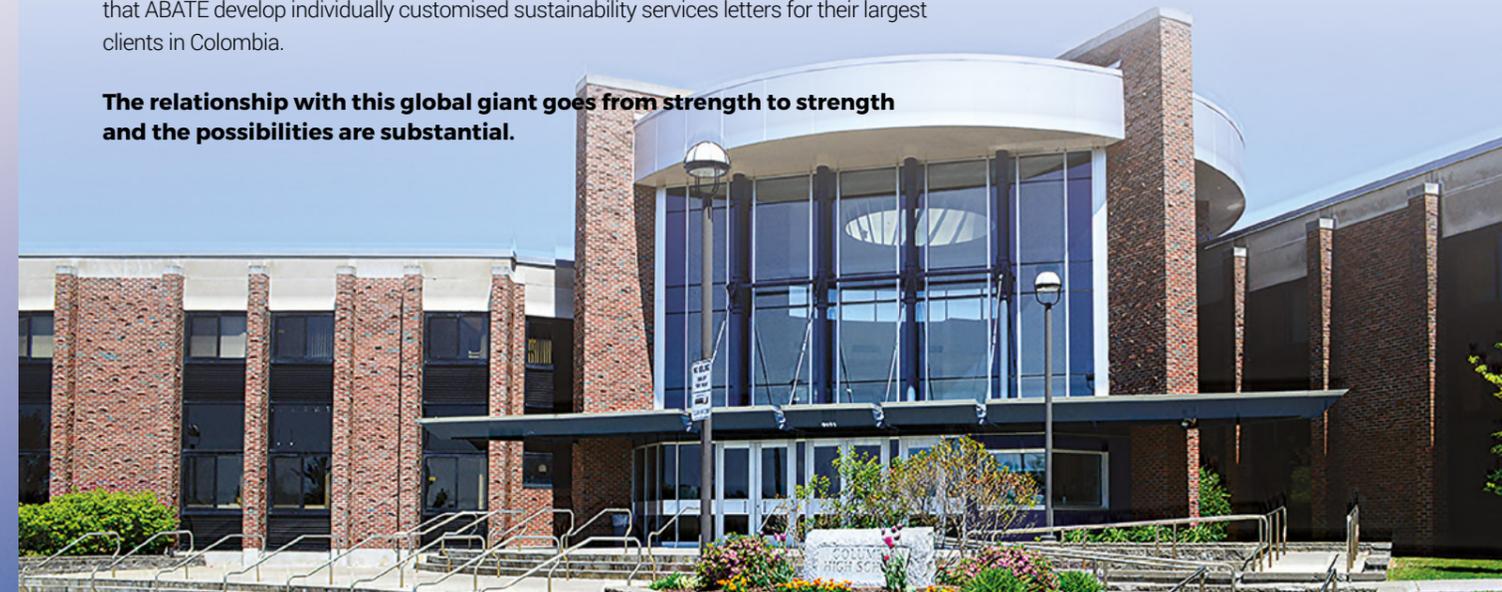
The Project

Future Solutions's Eniscope lies at the heart of this project, in combination with ABATE's substantial sustainability expertise. In total thus far, 28 Eniscopes are in action – one for every facility in the project, with 224 circuits measured. Crucially, and despite these installations stretching across 11 cities – coast to coast – all of the energy consumption can be monitored in one convenient location; at the ABATE Productivity & Sustainability Centre in Bogota, Colombia. ABATE have transformed Telefonica's ability to service their client in Colombia, and added crucial sustainability services to their service offering.

The Future

Telefonica has since requested that ABATE present their sustainability platform to their clients at four separate events in four major Colombian cities. In addition, they requested that ABATE develop individually customised sustainability services letters for their largest clients in Colombia.

The relationship with this global giant goes from strength to strength and the possibilities are substantial.



This functionality has been crucial to giving Telefonica and SENA an holistic overview of energy consumption across the estate. Energy savings at this stage are projected at between 12-16% in the initial period. For Telefonica, the greatest value has been keeping their contract with SENA – a relationship which is now stronger than ever.

28
Eniscope Installations

224
Circuits Monitored Centrally

12-16%
Energy Savings

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