

# MSCC Energy Services Program

How Energy Services **Will** Grow Your Business

## It's Easy Being Green...

- Enjoy reoccurring revenue streams
- Expand maintenance base
- Enhance customer relationships
- Become the energy solutions "expert"
- The highest level of customer trust
- Grow service and retrofit business
- Grow controls business
- Gain market share
- "Lock In" current customer base
- Environmental stewardship



## How Energy Services **WILL** Increase Your Business

*Understanding the value and importance of utilizing energy service sales to boost revenue and grow your business is a huge advantage over the competition.*

*Learn how MSCC's Energy Service offerings can generate an on-going revenue stream, above and beyond typical preventative maintenance programs, by complementing existing PM work and leading to lucrative additional projects, retrofits and upgrades.*

*Learn how benchmarking, energy audits, retro commissioning, metering, control enhancements, development of building operation plans and other energy services can be your "foot in the door" for new customers but, more importantly, will secure existing customer relationships.*

*Your value to current customers will be significantly enhanced as they now view your company as a true partner, positioning them for substantial energy cost savings.*

*MSCC, in partnership with Stantec, will provide a complete, end-to-end solution including identifying an opportunity through training on the current systems and delivery of established checklists and assessment tools.*

Become a part of the **\$450 million** in projects undertaken each year. Together, these projects result in annual energy saving, to your clients, of about **\$45 million** and the reduction of millions of greenhouse gas emissions.

Contact the MSCC office for more information at [info@servicecontractor.ca](mailto:info@servicecontractor.ca) or call 613-232-0492



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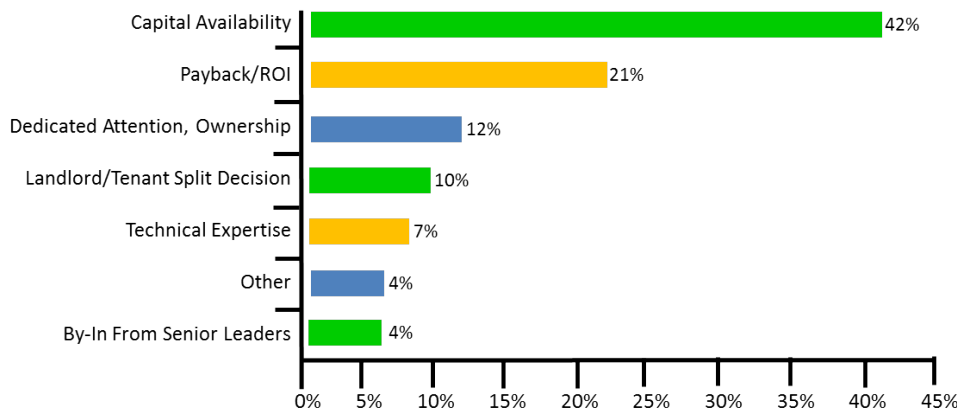
How Energy Services *Will* Grow Your Business

## The Owners and/or Facility Managers **Main Concerns** Are...

- \* *Financial Pressure*
  - Increasing vacancy rates
  - Decreasing Asset Values
- \* *Tight Capital Budgets*
- \* *Need To Reduce Operating Costs*
- \* *Market Demand for Green Building & Sustainability*



## The Top Barriers To **Capturing** Potential Energy Savings Are



Source: Johnson Controls and IFMA (2009) "Energy Efficiency Indicator" survey results

## Energy Solutions: Building Owners **Benefits**

- Reduced energy consumption
- More efficient use of energy
- Reduced energy costs (electric, steam, gas, water and sewer)
- Increased equipment lifespan
- Fewer down times
- Peace of mind
- Increased property values
- Increased rents
- Increased tenant satisfaction/comfort
- Increased productivity
- Decreased absenteeism
- Decreased O & M costs
- Take immediate advantage of new technologies or equipment upgrades
- Ability to apply for LEED certification.
- Leaders in environmental and energy efficiency
- Head start if the government mandates building labeling or rating
- Provincial and Federal grants, loans and tax incentives

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