QUANTIFY ENERGY OFFERS 4 INNOVATIVE TECHNOLOGIES

**Quantify Power**

Hardware technology that lowers electricity costs by 3-12% in industrial and commercial facilities with a payback of 2 years or less, 50%+ IRR, and simple installation without a shutdown

*Suited for:* Manufacturing plants, warehouses, distribution centers, supermarkets, retail stores, hotels, hospitals

*Focus of this deck*

**Quantify Water**

Hardware technology that lowers water spend by 10-30% in industrial, commercial, and residential facilities with a payback of 2 years or less, 50%+ IRR, 400%+ ROI, guaranteed savings, and quick installation (one-hour water shutoff)

*Suited for:* Every type of industrial, commercial, and large residential facility

**Quantify Gas**

Hardware technology that lowers natural gas (or other carbon-based fuel) spend by 10-30% in industrial and commercial facilities with a payback of 2 years or less, 50%+ IRR, 400%+ ROI, and quick installation (no shutdown or disruption)

*Suited for:* Manufacturing plants, warehouses, distribution centers, hotels, hospitals, restaurants, office buildings, universities

**Quantify Air**

Cloud-based software solution that lowers cooling electricity costs in commercial buildings by 20-30% (often $100K+ a year). Minimal CapEx ($10-20K) with a performance-based shared savings model where you keep 55% of the savings

*Suited for:* Office buildings, malls, universities, schools, airports, arenas

*Link to Quantify Water deck*

*Link to Quantify Gas deck*

*Link to Quantify Air deck*
Quantify Power can reduce your electricity costs by 3-12% with a payback of 2 years or less, 50%+ IRR, 400%+ ROI, and a 90-day money-back guarantee.

This is achieved with our innovative and proprietary electricity recycling technology, which is entirely unique and superior to traditional technologies like power factor correction.
## SELECTED QUANTIFY POWER CLIENTS

### Manufacturing/Industrial
- [Kellogg's](#)
- [Coca-Cola](#)
- [Mitsubishi Electric](#)
- [Praxair](#)
- [Starbucks](#)

### Data Centers
- Top 10 US tech co.¹

### Restaurants & Cafes
- [KFC](#)
- [Pizza Hut](#)
- [Applebee's](#)
- [Longhorn Steakhouse](#)

### Hotels
- [Hyatt](#)
- [Holiday Inn](#)
- [Four Points by Sheraton](#)
- [DoubleTree](#)
- [La Quinta](#)

### Supermarkets
- [Aldi](#)
- [Foodland](#)
- [Major regional supermarket chain](#)

### Hospitals
- [UPMC](#)
- [Penn State Health Milton S. Hershey Medical Center](#)
- [Desoto Memorial Hospital](#)

### Media Cos.
- [Big 6 movie studio](#)

### Municipalities
- [Allegheny County](#)

### Airports
- [PITTSBURGH INTERNATIONAL AIRPORT](#)

### Universities
- [Carnegie Mellon University](#)

### Constr. groups
- [SCG America](#)

### Banks
- [PNC](#)
- [Dollar Bank](#)

### Stadiums
- Home of the Pittsburgh Penguins
- Home of the Memphis Grizzlies

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¹ Client name withheld at client’s request
KEY FEATURES

- Reduce electricity costs by 3-12%; 90 day money back guarantee
- Payback of 2 years or less, 50%+ IRR, 400%+ ROI
- Industry-leading 10-year warranty
- Significant life beyond warranty (20+ year old units still running)
- Simple installation requiring no downtime for the facility
- No ongoing maintenance or operating expense
- Superior to power factor correction: reduces kWh and kW demand
- 3-12% savings are additive to other energy initiatives (LED, HVAC,...)
- Sustainable: reduces electricity use, reducing harmful emissions
- Installed in thousands of facilities across 44 states since 1993
- Designed and manufactured in the US and UL-listed

Note: Exact savings differ dependent on type of facility and require a free energy analysis consultation to calculate
The Revers Center for Energy at Dartmouth wrote a report in 2019 that found that Quantify Power had the highest ROI and quickest payback of any energy efficiency technologies.

**Key takeaways**

Quantify Power’s technology has the quickest payback and highest ROI of any of the other commonly used energy efficiency technologies we analyzed, including LED lighting, power factor correction, photovoltaics, and wind energy. The typical payback of Quantify Power was found to be 24 months or less, which only LED lighting could match, but only in situations with a utilization of 50% or more. In most situations, Quantify Power had the quickest payback and highest IRR.
PRESS MENTIONS

BUSINESS INSIDER

Former BCG Principal and New Quantify Energy COO Wants to Ask Executives One Simple but Uncomfortable Question

"The key is for executives to realize that every dollar they spend on electricity is a dollar that doesn't reach their bottom line... if you reduce your energy spend, every dollar saved is pure profit."

PPN

Nuclear Submarine Technology Delivers up to 12% Energy Savings in Industrial Facilities

...This has the effect of reducing the actual electricity consumption (kWh) and demand (kW) – something that conventional technologies like power factor correction devices/ capacitor banks are not able to achieve.
AGENDA

1) How Quantify Power’s technology delivers 3-12% savings

2) Testimonials and case studies from selected clients

3) Business and financial impact from Quantify Power’s technology

4) Simple three-step process to getting started immediately with Quantify Power
The methodology behind our technology was originally developed by the Navy for nuclear submarines.

We partnered with the MIT Design Lab to adapt it for commercial and industrial facilities.

Our proprietary electricity recycling technology is completely different from any other technology including power factor correction/capacitor banks since it reduces the actual kWh consumption and kW demand.

Our technology involves a number of hardware units (about the size of a briefcase) that are installed in a modular manner in the facility’s electrical system at the main distribution panel and other strategic subpanels.

Our units only contain passive components: a proprietary blend of harmonic filters, harmonic resistive capacitors, and metal oxide varistors.
Our proprietary technology is able to deliver 3-12% savings because of two key innovations: Harmonic distortion recycling and At-load power factor correction.

**Harmonic distortion recycling**

Our technology captures the energy in an electrical system that would otherwise be wasted and instead recycles it back into the system as useful electricity

- In a facility, non-linear loads such as computers and VFDs drives generate harmonic distortion which wastes a certain percentage of electricity coming in from the utility
- This also affects equipment performance and reduces its useful life
- Facilities engineers have traditionally dealt with this problem by installing harmonic filters, which capture that harmonic distortion and dissipate it as heat - but that still wastes all that useful electricity as heat
- Our innovative technology captures harmonic distortion, but instead of dissipating it as heat, cleans and recycles it as useful electricity back into the system
- Our proprietary harmonic filters capture the harmonic distortion, clean it, store it temporarily into the harmonic-resistive capacitors and then use that as useful electricity for the system
- This is an entirely unique methodology compared to any other technology, and results in a material reduction kWh consumption and kW demand
Our proprietary hardware technology is able to deliver 3-12% savings because of two key innovations: Electricity recycling and At-load power factor correction.

### At-load power factor correction

Our hardware units are installed in a modular manner throughout the facility’s electrical system closest to locations of the highest load, which results in further savings

- Traditional power factor correction devices are installed only at the service entrance (at the electric meter) and while they reduce the ‘power factor penalty’ part of the bill, they don’t have much of an effect on kWh consumption or kW demand.

  This is because they only correct the power factor at the electric meter, but not at the equipment level.

- Our technology is installed in a modular manner at the main distribution panel but also strategic subpanels closest to highest inductive loads, which corrects power factor at the load.

  By spreading out the capacitance, kWh consumption goes down due to lower PR line losses.

  This results in further reduction in kWh consumption and kW demand.

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“The service entrance system will only save the customer on Var charges, while the “At Load” system will reduce both demand and usage charges.”

THE IMPACT

↓ **kWh consumption**
Recycled energy from our technology powers electrical equipment, which lowers the power needed from the utility, which decreases kWh consumed

↓ **kW demand**
Lower kWh overall results in lower peak demand

↓ **Reactive Power kVArh**
Our technology decreases reactive power (which is wasted energy), which also increases electrical system capacity

↑ **Power factor**
Increases the total operating efficiency of the electrical system by increasing the power factor to 0.95-1.0

↓ **Electric spend**
The combination of the above factors lowers the electric bill by 3-12%

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“Our testing confirmed that [Quantify Power] reduced our kilowatt demand by 8.3% and our kilowatt hours 7.8%”
- Thomas E. Long, Director of Maintenance

[Link to ref. letter]
THE DIFFERENCE

Quantify Power’s proprietary electricity recycling technology is far superior to other existing technologies:

**Power factor correction/ Capacitor banks**
- These are placed at the ‘service entrance’ (i.e. the electric meter), and not ‘at load’ (i.e. at the sources of highest electric load) like our technology
- Therefore, they only help reduce power factor penalties on the bill, but do not actually reduce kWh consumption and kW demand, and so have a minimal effect on electric costs
- This is because unlike us, they don’t use harmonic filtration to recycle wasted energy

**Power conditioning systems/ Harmonic filters**
- These are used for improving power quality, but don’t actually reduce electricity costs
- This is because the harmonic filters heat sink (i.e. release as heat) the harmonic distortion, whereas our technology recycles it as useful energy back into the system

“The service entrance system will only save the customer on Var charges, while the “At Load” system will reduce both demand and usage charges....”

Quantify Power's technology is a compact unit (14”x12”x8”) - about the size of a large briefcase; they are UL-listed

The units can be installed in commercial and industrial facilities easily (in less than a day) without needing any facility downtime

They are physically mounted on a wall in parallel at the main distribution panel and at other sub-panels in a building

These are solid-state devices with no moving parts – they don’t need to be maintained or serviced during their operating life, and have a 10-year warranty

This technology can be installed in the below types of commercial and industrial buildings to help reduce electric spend by 3-12%:

- Manufacturing plants
- Hotels & casinos
- Data centers
- Supermarkets
- Hospitals & clinics
- Office buildings
- Retail stores
- Warehouses/ Distr. centers
- Restaurants & cafes
# Quantify Has No Direct Competition

**Indirect competitors to Quantify**

<table>
<thead>
<tr>
<th>Type of technology</th>
<th>Standard capacitor banks</th>
<th>Overvoltage correctors</th>
<th>Energy recycling technology</th>
</tr>
</thead>
<tbody>
<tr>
<td>Example players</td>
<td><strong>ABB</strong> <strong>Schneider</strong> <strong>Electric</strong> <strong>E·T·N</strong></td>
<td><strong>LEGEND</strong> <strong>POWER SYSTEMS</strong></td>
<td><strong>QUANTIFY ENERGY</strong></td>
</tr>
</tbody>
</table>
| Typical savings    | Not mentioned (usually low)  
Only helps eliminate Power Factor penalty on electric bill, does not usually reduce kWh (electricity consumption) | 3-8% | 3-12% |
| Payback period     | Not mentioned (usually high) | 3-7 years | <= 2 years |
| Warrantee          | 1-5 years | 10 years | 10 years |
| Facility shutdown required | Depends on the system | Yes, about 8 hours | No |
| Size               | Typically small | Large (75”x36”x30”) | Small (14”x12”x9”) |
| Additional benefits | Not included | Surge & spike protection (extra cost) and harmonic filtration | Surge & spike protection and harmonic filtration (both included) |

*Source: Company websites*
10 YEAR WARRANTY

Quantify Power units come with an industry-leading 10 year warranty

These units do not require ongoing maintenance or operating expenses – once they are installed, you don’t need to worry about any kind of servicing

Quantify Power has been manufactured for the last 25 years; we have 20+ year old units that are still running in facilities for many private and public organizations, including the below:
Beyond reducing energy costs, Quantify Power has five additional advantages:

<table>
<thead>
<tr>
<th>Environmental sustainability</th>
<th>Reducing electricity usage by 3-12% would result in 3-12% less emissions of Carbon Dioxide, Sulfur Dioxide, and Nitrous Oxide <em>(analysis on next slide)</em></th>
</tr>
</thead>
<tbody>
<tr>
<td>Surge and spike protection</td>
<td>Quantify Power protects electrical systems from surges and spikes and sacrifices itself in major events (like lightning) – and the 10 year warrantee covers free replacement</td>
</tr>
<tr>
<td>Extension of equipment life</td>
<td>Harmonic filtration reduces electrical system heat which extends the useful life of electrical equipment</td>
</tr>
<tr>
<td>Increased electrical capacity</td>
<td>Increases your electrical system’s capacity to handle additional electrical load by 50-85%, enabling you to add equipment without expensive infrastructure upgrades</td>
</tr>
<tr>
<td>Renewables-ready</td>
<td>Quantify Power also makes technologies like solar more efficient, benefiting your facilities both now and in the future</td>
</tr>
</tbody>
</table>

Note: Electric system capacity increase numbers are directional and may differ by client
Installing Quantify Power’s technology can have not only economic impact, but also major environmental impact.

Our technology reduces electricity spend by actually reducing the kWh of energy consumed, requiring fewer kWh of electricity to be generated.

Reducing electricity usage by say 100 MWh would have the below impact on emissions (assuming coal power generation):

<table>
<thead>
<tr>
<th>Parameter</th>
<th>Reduction</th>
</tr>
</thead>
<tbody>
<tr>
<td>Carbon Dioxide emissions reduction</td>
<td>242,000 lbs./ year</td>
</tr>
<tr>
<td>Sulfur Dioxide emissions reduction</td>
<td>15,268 lbs./ year</td>
</tr>
<tr>
<td>Nitrous Oxide emissions reduction</td>
<td>9,284 lbs./ year</td>
</tr>
<tr>
<td>Gallons of water saved</td>
<td>34,739 gallons/ year</td>
</tr>
</tbody>
</table>

Note: Calculations assume electricity generation via coal; estimates would differ for other sources of generation; Calculations assume average electricity rate of $0.1/kWh; Numbers are directional and require a free energy analysis consultation to calculate. Source: Calculations based on statistics from EIA, EPA, Virginia Water Resources Research Center
Our systems can be purchased upfront, or financed over 2-5 years with no upfront CapEx and savings from month 1 (Example below of energy savings projections for a major data center with the non-financing and financing options)

**Upfront purchase**

- $270K × 10 years = $2,700,000
- -$420K

**3 year financing**

- $111K × 3 years = $333,000
- $0

**10 year net savings**

- $2,283,687
- $2,226,701

Note: Savings and financing numbers are based on an actual Quantify project, though numbers may differ by client and require a free energy analysis consultation to calculate.
We perform Measurement & Verification (M&V) on the savings we deliver at one of three levels depending on the complexity:

1. **Based on utility bills**
   - We install our units around the start of a utility billing cycle - that way we can get a clean month without and with the units
   - One month after installation (and for every month after that), we come back to you with a post-installation report with a year-on-year analysis (compared to the same billing period last year) of the electric cost reduction, kWh reduction, kW demand reduction, etc.
   - We almost always underpromise and overdeliver on our savings since we are conservative in our estimates. So we are usually easily able to demonstrate that we at least hit the projected savings.
   - This is usually sufficient in 90% of the cases to demonstrate our impact. If it’s not easy to demonstrate this, then we go to the 2\textsuperscript{nd} level.

2. **Based on interval data**
   - The utility usually charges your facility based on measurement of kW recorded every 15 minutes with their meters.
   - We will get access to that data from the utility and do a more granular analysis of the kWh consumption and kW demand the week before/ after installation, two weeks before/ after installation, etc. for a more granular view.
   - The combination of 1 and 2 is usually sufficient in 95% of the cases to demonstrate our impact. If it’s not enough, then we go to the 3\textsuperscript{rd} level.

3. **Normalizing based on independent variables**
   - We will work with you to figure out the right independent variables that can affect electricity usage in your facility and use them to normalize against electricity usage.
   - E.g. the total weight of products produced in a month in a food manufacturing plant, or the occupancy rate in a hotel and the weather.
   - We will then normalize the kWh reduction based on these factors
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CASE STUDY: PITTSBURGH AIRPORT

We installed our units at Pittsburgh International Airport and ran a one-month off and one-month on test with the units (in conjunction with the airport). The linked reference letter below includes the details of the measurement & verification analysis.

“Our testing confirmed that [Quantify Power] reduced our kilowatt demand by 8.3% and our kilowatt hours 7.8%... we expect to extend the life of our equipment and see a reduction in maintenance costs”
- Thomas E. Long, Director of Maintenance, Pittsburgh International Airport

<table>
<thead>
<tr>
<th></th>
<th>Quantify Power units on (5/17-6/14)</th>
<th>Quantify Power units off (6/14-7/12)</th>
<th>% difference</th>
</tr>
</thead>
<tbody>
<tr>
<td>Billed kWh/ day</td>
<td>105.2</td>
<td>114.1</td>
<td>-8.3%</td>
</tr>
<tr>
<td>Billed reactive demand</td>
<td>5.5</td>
<td>6.0</td>
<td>-7.8%</td>
</tr>
</tbody>
</table>

Note: Savings may differ by client and require a free energy analysis consultation to calculate
CASE STUDY: COCA-COLA BOTTLING (1/2)

We installed our systems at a bottling plant for ABARTA Coca-Cola Beverages (Coca-Cola bottler) and ran a post-installation case study over 6 months. We saw an overall 23.3% reduction in electric spend, with a payback of 4.5 months.

**Projected electricity cost savings**
- 6%

**Projected payback**
- 19.5 months

**Projected ROI**
- 515%

**Actual electricity cost savings**
- 23.3%

**Actual payback**
- 4.5 months

**Actual ROI\(^1\)**
- 2637%

1. Based on projecting 6 months of data out to 10 years (which is the warranty period on our technology)
   Note: Savings may differ by client and require a free energy analysis consultation to calculate
We saw an overall 23.3% reduction in electric spend, driven by lower billed kWh, lower billed reactive demand, lower reactive power kVArh, and higher power factor.

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Billed kWh/ day</td>
<td>6,328</td>
<td>5,927</td>
<td>-6.3%</td>
</tr>
<tr>
<td>Billed reactive demand</td>
<td>478</td>
<td>229</td>
<td>-52.0%</td>
</tr>
<tr>
<td>Reactive Power kVArh/ month</td>
<td>147,868</td>
<td>58,729</td>
<td>-60.3%</td>
</tr>
<tr>
<td>Power factor (average)</td>
<td>0.797</td>
<td>0.953</td>
<td>+19.6%</td>
</tr>
<tr>
<td>Monthly electric spend (average)</td>
<td>$23,593</td>
<td>$18,105</td>
<td>-23.3%</td>
</tr>
</tbody>
</table>

Note: Savings may differ by client and require a free energy analysis consultation to calculate.
We installed our systems at the DoubleTree by Hilton, Pittsburgh Downtown and ran a post-installation case study over the next year. We found that full-year electricity costs had decreased from $466,507 to $409,944, with annual savings of 12%, and payback of 7.8 months.

- $37K

<table>
<thead>
<tr>
<th>Year</th>
<th>Actual</th>
<th>Projected</th>
</tr>
</thead>
<tbody>
<tr>
<td>Upfront</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Year 1</td>
<td>$57K</td>
<td>$57K</td>
</tr>
<tr>
<td>Year 2</td>
<td>$57K</td>
<td>$57K</td>
</tr>
<tr>
<td>Year 3</td>
<td>$57K</td>
<td>$57K</td>
</tr>
<tr>
<td>Year 4</td>
<td>$57K</td>
<td>$57K</td>
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<tr>
<td>Year 5</td>
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<tr>
<td>Year 6</td>
<td>$57K</td>
<td>$57K</td>
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<tr>
<td>Year 7</td>
<td>$57K</td>
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</tr>
<tr>
<td>Year 8</td>
<td>$57K</td>
<td>$57K</td>
</tr>
<tr>
<td>Year 9</td>
<td>$57K</td>
<td>$57K</td>
</tr>
<tr>
<td>Year 10</td>
<td>$57K</td>
<td>$57K</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Metric</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost reduction</td>
<td>12.12%</td>
</tr>
<tr>
<td>Payback</td>
<td>7.8 months</td>
</tr>
<tr>
<td>IRR</td>
<td>155%</td>
</tr>
<tr>
<td>ROI</td>
<td>1447%</td>
</tr>
<tr>
<td>10 yr net savings</td>
<td>$529,058</td>
</tr>
<tr>
<td>NPV (assuming 10% discount rate)</td>
<td>$282,715</td>
</tr>
</tbody>
</table>

Note: Savings may differ by client and require a free energy analysis consultation to calculate.
CASE STUDY: DOUBLETREE HOTELS (2/2)

The reduction in electric spend by 12% was driven by lower billed kWh, lower billed kW demand, lower reactive power kVArh, and higher power factor. kWh consumption decreased by 3% even though hotel occupancy (i.e. the total number of guests in the year) actually increased by 2% from 2012 to 2013.

Pittsburgh Downtown

<table>
<thead>
<tr>
<th>(Average monthly figures)</th>
<th>Before Quantify Power (2012)</th>
<th>After Quantify Power (2013)</th>
<th>% difference</th>
</tr>
</thead>
<tbody>
<tr>
<td>Billed kWh consumption</td>
<td>431,667</td>
<td>419,833</td>
<td>-3%</td>
</tr>
<tr>
<td>Billed kW demand</td>
<td>973</td>
<td>857</td>
<td>-12%</td>
</tr>
<tr>
<td>Reactive Power kVArh</td>
<td>243,333</td>
<td>119,667</td>
<td>-51%</td>
</tr>
<tr>
<td>Power factor</td>
<td>0.873</td>
<td>0.963</td>
<td>+10%</td>
</tr>
<tr>
<td>Monthly electric spend</td>
<td>$38,876</td>
<td>$34,162</td>
<td>-12%</td>
</tr>
</tbody>
</table>

Note: Savings may differ by client and require a free energy analysis consultation to calculate
CASE STUDY: REGIONAL GROCERY CHAIN

We installed our systems at some grocery stores for a major regional grocery chain (name withheld at client’s request) and ran a post-installation case study at one store over the 7 months. We saw an overall 12.9% reduction in electric spend, driven by lower billed kWh, lower billed KW demand, lower reactive power kVArh, and higher power factor.

<table>
<thead>
<tr>
<th>(Average monthly figures)</th>
<th>Before Quantify Power (07/20/2015-02/20/2016)</th>
<th>After Quantify Power (07/19/2016-02/19/2017)</th>
<th>% difference</th>
</tr>
</thead>
<tbody>
<tr>
<td>Billed kWh</td>
<td>337,472</td>
<td>317,784</td>
<td>-6%</td>
</tr>
<tr>
<td>Billed kW demand</td>
<td>703</td>
<td>596</td>
<td>-15%</td>
</tr>
<tr>
<td>Reactive Power kVArh</td>
<td>193,966</td>
<td>51,105</td>
<td>-74%</td>
</tr>
<tr>
<td>Power factor</td>
<td>0.87</td>
<td>0.99</td>
<td>+14%</td>
</tr>
<tr>
<td>Monthly electric spend</td>
<td>$31,586</td>
<td>$27,528</td>
<td>-13%</td>
</tr>
</tbody>
</table>

Note: Savings may differ by client and require a free energy analysis consultation to calculate
We installed our systems at some Pizza Hut locations and ran a post-installation case study over the next year at one of them. We saw an overall 7.9% reduction in electric spend, driven by lower billed kWh, lower billed KW demand, and lower reactive power kVArh.

<table>
<thead>
<tr>
<th>(Average monthly figures)</th>
<th>Before Quantify Power (03/2007-06/2007)</th>
<th>After Quantify Power (03/2008-06/2008)</th>
<th>% difference</th>
</tr>
</thead>
<tbody>
<tr>
<td>Billed kWh</td>
<td>20,240</td>
<td>19,660</td>
<td>-3%</td>
</tr>
<tr>
<td>Billed kW demand</td>
<td>80.5</td>
<td>66.0</td>
<td>-18%</td>
</tr>
<tr>
<td>Reactive Power kVArh</td>
<td>10,060</td>
<td>3,780</td>
<td>-62%</td>
</tr>
<tr>
<td>Monthly electric spend</td>
<td>$2,278</td>
<td>$2,098</td>
<td>-8%</td>
</tr>
</tbody>
</table>

Note: Savings may differ by client and require a free energy analysis consultation to calculate
“We have run several tests with your [Quantify Power] systems connected to our machines are pleased to report that their performance does everything it was guaranteed to do”
- Ron Willhoff, Manager, Mitsubishi EDM Division

“...we are very satisfied with the performance of your [Quantify Power] systems...your [Quantify Power] systems additionally freed up capacity in our older buildings allowing our electrical system to support the new equipment we were adding.”
- Jeffrey Buss, VP, Aurora Huts LLC

“...your systems increased the Power Factor of our chillers from an average of 81% to 95%...I wanted to let you know that we have been pleased to work with [Quantify Power] on some electrical issues we have encountered since the opening of our facility”
- Jay Roberts, General Manager, PPG Paints Area (formerly Consol Energy Center)

Note: Quantify Energy is the sole marketer and distributor for Powerworx technology, which is manufactured by Continental Power Corporation and white labeled as Quantify Power
“This product has worked. We are probably a little bit ahead of schedule on the return on investment in the nine months we’ve had it. So we’re very pleased with it”
- Peter Pugh, Director of Operations, Memphis Grizzlies

Note: Quantify Energy is the sole marketer and distributor for Powerworx technology, which is manufactured by Continental Power Corporation and white labeled as Quantify Power
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3) Business and financial impact from Quantify Power’s technology

4) Simple three-step process to getting started immediately with Quantify Power
Companies can spend up to 5% of revenue on energy – reducing it can be the difference between thriving and drowning

Every dollar you spend on electricity is a dollar that doesn’t reach your bottom line

Say your operating profit margins are 10% of revenue, and your annual electricity spend is 1% of revenue

By installing Quantify Power, you could reduce your annual electricity spend by 3-12% and increase your operating profit margins by 0.3%-1.2%

These would be ongoing savings that you would see every year

Source: Forbes Insights - “No more wasted energy”
A THOUGHT EXPERIMENT

Imagine the ability to invest in a bond with an upfront payment of $100,000, offering an annual return of $50,000 each year for 10 years.

Upfront Year 1 Year 2 Year 3 Year 4 Year 5 Year 6 Year 7 Year 8 Year 9 Year 10

$50K $50K $50K $50K $50K $50K $50K $50K $50K $50K

-$100K

10 yr net savings $400,000

This would be an incredible investment – with a net return of $400,000, ROI of 400%, IRR of 49%, and payback period of 24 months, few investments would match that type of return.
OUR VALUE PROPOSITION

Quantify Power offers this type of return – the only difference is that the annual returns are seen as energy bill savings rather than yearly interest payouts from a bond.

(Energy savings projections for an actual Quantify Power installation with a data center for a top 10 US tech company)

- $420K

Upfront Year 1 Year 2 Year 3 Year 4 Year 5 Year 6 Year 7 Year 8 Year 9 Year 10

10 yr net savings $2,283,687
Payback 18.6 months
IRR 64%
ROI 544%
NPV $1,128,585 (assuming 10% discount rate)

Quantify Power offers high NPV, high IRR, quick payback, with no incremental operating expenses.

Note: Exact savings differ dependent on type of facility and require a free energy analysis consultation to calculate.
AGENDA

1) How Quantify Power’s technology delivers 3-12% savings

2) Testimonials and case studies from selected clients

3) Business and financial impact from Quantify Power’s technology

4) Simple three-step process to getting started immediately with Quantify Power
NEXT STEPS

Getting started with Quantify Power is easy!

1. All we need to get started are:
   - Most recent 12 months of original electric bills
   - Voltage of electric meter at main distribution panel (208V or 480V)

2. We then come back to you with a free analysis of the facility including calculations of energy savings and payback period (the upfront cost is roughly what you would spend on electricity in 3-6 weeks in the facility)

3. Installation is quick (less than a day), requiring no downtime for your electrical systems and can be done by your in-house electrical team or our preferred local electricians
   - The units don’t need any ongoing operating expenses or maintenance, and are covered by the 10-year warranty
Technical white paper

Spec sheet for Quantify Power units

Installation guide for Quantify Power units

Note: Quantify Energy is the sole marketer and distributor for Powerworx technology, which is manufactured by Continental Power Corporation and white labeled as Quantify Power
LIST OF CASE STUDIES AND REFERENCE LETTERS

Case studies:
- Coca-Cola Bottling Plant
- DoubleTree Hotel
- Regional grocery store
- Pizza Hut
- Applebee’s
- Municipal buildings
- Hyatt Regency Hotel

Reference letters:
- Pittsburgh International Airport
- Mitsubishi Electric
- PPG Paints Arena (the arena for the Pittsburgh Penguins), formerly known as Consol Energy Center
- Pizza Hut
- Brookville Hospital
- Jefferson Hospital

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Thank you!

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