



Energy Management Solutions for Local Government

HELPING ORGANIZATIONS MEASURE, REPORT AND REDUCE ENERGY COST AND USAGE



“The state’s contract with LPB represents a major step forward in Oregon’s efforts to promote sustainability and save energy in state government buildings. We understand the benefits of tracking and reporting our energy usage in state government. By contracting with LPB to process our energy bills, we free up time and resources to find new and better ways to save energy and taxpayers’ dollars. This is what sustainability is all about.”

Scott Harra, Director of the Oregon
Department of Administrative Services



“The Dallas County Community College District is focused on providing an accessible, quality education at affordable prices. Reducing energy costs will help the district achieve those goals.”

Philip Todd, Director of Purchasing for
Dallas County Community College
District



“Our current contract with LPB has saved our tax payers nearly \$2 million dollars on the power consumed by city facilities. These savings were especially critical after Hurricane Ike. The dollars saved can be re-directed into vital city services.”

Karen Forbes, Purchasing Manager for
City of Pasadena

REDUCING ENERGY COST & CONSUMPTION

With rising energy costs, declining revenues and impending emissions and reporting mandates, many local government organizations are looking for help with energy management strategies. At LPB Energy Management, our mission is to help clients measure, report and reduce energy costs and usage, improving their bottom line and environmental sustainability.

Our utility data management solutions combine utility bill and meter data with client-specific operating attributes in our innovative Utility Manager™ software. The result is actionable insight to maximize all available cost and consumption savings opportunities, while providing robust analytics and reporting to measure and amplify program success.

LPB's approach to energy management produces results:

- Cost savings: invoice processing and payment, energy procurement, rate/tariff review, invoice audit, demand response
- Usage savings: behavior modification and owner's advocacy
- Robust reporting: 250 standard, online reports for facility and energy managers, finance and accounting teams, management and employees and external regulatory bodies
- Tracking of greenhouse gas emissions, such as CO₂
- Obtain ENERGY STAR® and LEED® facility certifications
- Measurement and verification of stimulus-funded energy efficiency facility upgrades

DATA + SOFTWARE = SAVINGS, ANALYTICS & REPORTING

INVOICE PROCESSING & PAYMENT SOLUTIONS

Without accurate utility billing data, it is impossible to measure the results of an energy reduction plan. Therefore, *LPB captures specific invoice data to maximize savings, analytics and reporting.* Our flexible invoice processing options include pre- and post-payment, in addition to secure and cost-effective bill payment options that are backed by the strength and security of Wells Fargo® bank.

Billing data is entered into LPB's Utility Manager software and subjected to a 24-point verification process. When potential errors are identified, our invoice analysts engage local utilities to resolve the problem. For clients that elect to pay their own bills, payment information is transmitted to their accounts payable system. Alternatively, LPB can pay bills on a client's behalf, providing added value and minimizing late fees. LPB's "just in time" payment methodology maximizes the time clients hold their funds, ensuring the money works for them...not us.

LPB invoice processing clients can also take advantage of other value-added services such as Rate & Tariff Review, Cost Avoidance Analysis, Budgets & Forecasts, ENERGY STAR ratings and Site Open & Close Services.

UTILITY MANAGER™

Utility bill and meter data is critical, but it is how you leverage the data that matters. Utility Manager combines invoice data with client-specific attributes to identify competitive supply, audit and demand reduction opportunities. Its robust analytics and reporting capabilities provide insight to internal audiences, in addition to helping comply with external reporting mandates. Highly flexible, for clients that elect to process their own bills it can be deployed for a single user at a single site or scale to accommodate numerous users at multiple locations. Online access is available to clients that utilize LPB's invoice processing services.

Robust reporting capabilities include:

- Cost and consumption by utility type and provider, from total program down to individual sites and meters
- Site by site facility comparisons
- Cost per square foot and cost per employee
- Carbon emissions
- Budgets and forecasts
- Avoided costs

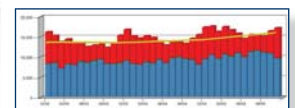
Executive Level Summary

Usage and cost overview, central to managing utilities.



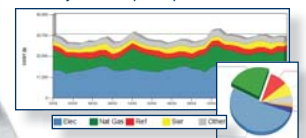
Benchmarking

Detailed facility comparisons.



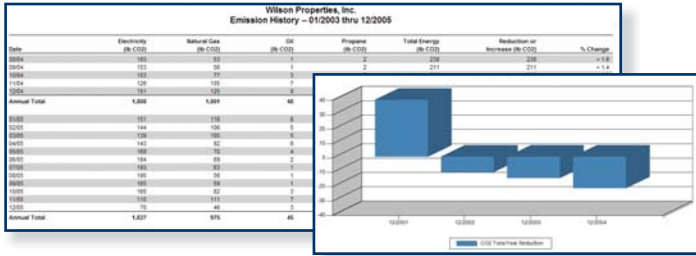
Consumption Comparison

See your cost per square ft. for each.



Carbon Emissions

LPB provides a variety of reports that quantify, track and report on carbon emissions.



UTILITY MANAGER REVEALS ACTIONABLE INSIGHT TO REDUCE COST & CONSUMPTION

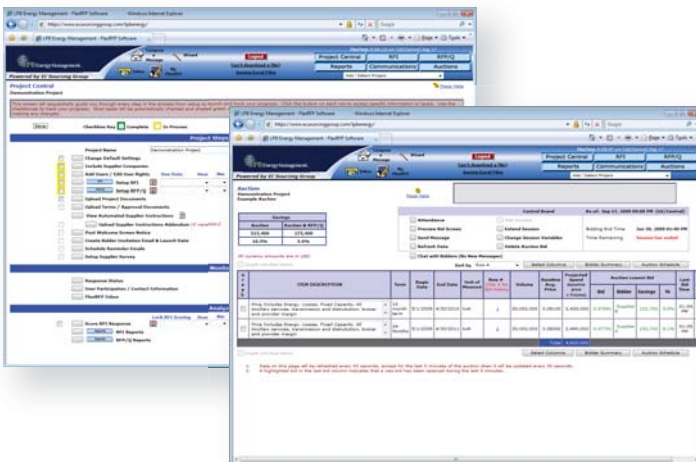
COMPETITIVE SUPPLY

LPB is a national leader in the procurement of electricity, fossil fuels and renewable energy. We have surpassed 19 billion kilowatt-hours (kWh) of electricity under contract. Many LPB clients save 30% or more versus the current commodity market prices and our contract renewal rate approaches 90%.

LPB will manage the entire procurement process, from identification and approval procedures, to administration of the bidding process and contract execution. LPB offers online reverse auctions to maximize transparency for the public sector, in addition to traditional sealed bid services.

Reverse Auctions

LPB's online auctions facilitate a standardized, highly efficient and fully transparent approach to supplier management and strategic sourcing.



UTILITY INVOICE AUDIT

In LPB's experience, at minimum, 3% of invoices have billing errors. Our expert utility bill auditors use a unique and proprietary methodology, refined over 20 years, to analyze

numerous utility accounts, including electricity, natural gas, water, wastewater, storm water and alternative energy. This innovative service has resulted in millions of dollars of total savings in the form of credits, refunds and future savings. Rates and tariffs are also optimized to ensure that future bills are as low as possible.

DEMAND RESPONSE & CURTAILMENT SOLUTIONS

Demand Response solutions offer significant financial rewards for clients who agree to curtail or interrupt their power when the electricity grid is under extreme stress, providing a strong safeguard against rolling blackouts. Demand Response is also a sustainable solution, diminishing the need to build additional expensive and fossil-fuel burning power generation facilities. Compensation for qualified clients can range between 5% and 20% of the monthly electric bill—whether power is curtailed or not—depending on the client's location and program specifics.

BEHAVIOR MODIFICATION

By leveraging the flexible and robust reporting capabilities of Utility Manager, we help clients deploy an organization-wide behavior modification program to curtail consumption and further amplify savings. Reports can be shared with employees and even constituents that benchmark consumption at individual sites, compare one agency or office to another, and encourage good behavior. LPB also shares energy savings tips with clients that further drive down demand and lead to more sustainable practices, helping the government lead by example.

OWNER'S ADVOCACY

Many organizations are evaluating stimulus-funded equipment upgrades or energy conservation measures to curtail demand. Utility Manager reporting pinpoints facilities with the highest potential return on capital. LPB will work with third party energy services companies to arrange for site evaluations and bids—many times at no cost—and advise clients on vendor selection. We remain completely impartial and independent, and track success in Utility Manager using best practice measurement and verification techniques.

At LPB, our mission is to help clients measure, report and reduce energy cost and usage, improving their bottom line and environmental sustainability.

ABOUT LPB ENERGY MANAGEMENT

LPB is a full-service energy management firm that helps clients measure, report and reduce energy costs and usage. Utility bill and meter data is centrally captured and then analyzed using LPB's innovative Utility Manager™ software, revealing actionable insight that is at the core of LPB's integrated energy management solution. With offices across the U.S., LPB has helped over 1,000 corporate and government clients reduce energy costs and increase sustainability. LPB has been recognized with ENERGY STAR® Partner of the Year and Sustained Excellence awards, as well as a GSA schedule for Energy Management Program Support.



03FAC GSA Contract #GS-21F-0101U
Energy Management Program Support
SINS 871-202, 871-204, 871-205

If your organization is looking to develop and execute an energy management plan, then contact LPB Energy Management today at 866-LPB-LPB1 (572-5721) or visit www.lpbenergy.com.



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