

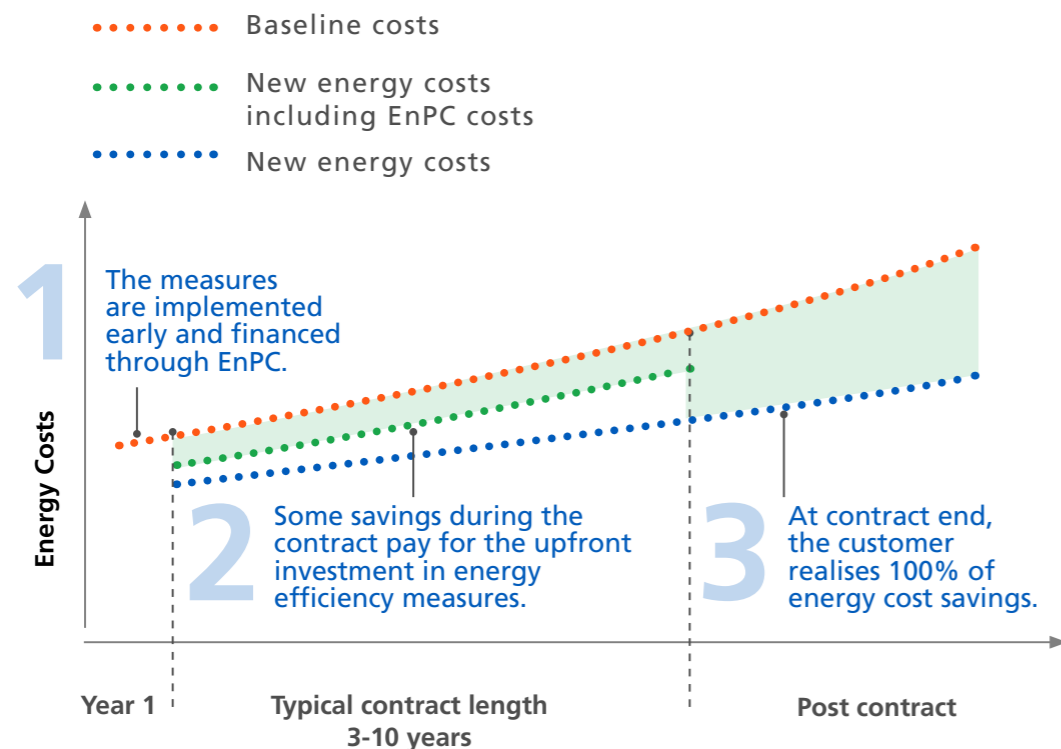
HARVEST EVERY SAVING

Why Energy Performance Contracts are the strategic choice for delivering large scale, long-term improvements in energy efficiency

How Energy Performance Contracts can deliver your energy efficiency targets

The pressure on businesses to drive down their energy costs and carbon emissions is here to stay. A positive response rewards businesses with lower costs, stronger customer and supply chain relationships, and less exposure to future energy price rises.

EnPC financing model



So how can businesses improve their energy efficiency most effectively?

At EDF Energy, we believe the answer lies in Energy Performance Contracts (EnPC). They are a commercial arrangement that focuses on the result achieved for the client, rather than the equipment used to achieve it.

Performance contracts work to deliver the client's targets in three ways:

- Access to funding:** If the client is capital constrained, the energy services company can provide the means to fund the initiatives and recoup the investment from the savings delivered during the contract.
- Guaranteed results:** A guarantee built into the contract protects the client from performance risk. This risk is transferred to the energy services company.
- Strategically aligned:** The client sets the strategic direction for the programme by defining the targets, investment criteria and other parameters. Responsibility for achieving the promised outcomes, including which technologies will be employed, lies with the energy services company.

Here are five ways EnPCs help businesses achieve their full energy efficiency potential...

Perform to your full potential

Here are five ways a performance contract with EDF Energy helps you to achieve your business' full energy efficiency potential.

1 Finding the upfront investment

Core business activities often out-compete energy efficiency projects for access to the business' capital. Through a performance contract, EDF Energy can arrange the funding for the upfront cost of a project. The client pays for the investment through the savings delivered during the contract, rather than through their internal capital.

2 Gaining commitment

To help achieve the company's agreement to proceed with a project, we design the contract and the programme of initiatives to fit with the client's investment criteria and its wider business and sustainability strategy.

3 Transferring risk

The performance guarantee that is central to these contracts protects the client from the risk of initiatives under performing. All related delivery, health and safety and performance risk is transferred to EDF Energy for the life of the contract.

4 Managing complex delivery to achieve the target outcome

EDF Energy dedicates a team of specialist commercial managers, project managers and engineers to deliver each performance contract. With responsibility for performance, EDF Energy's team designs the programme of initiatives and sees them implemented and managed correctly to deliver results. The decision to invest remains with the customer. To help our customers decide with confidence, we follow a phased approach from feasibility study through to the measurement and verification of the results.

5 Choosing the best mix of technologies to deliver the greatest savings

The greatest savings come when a suite of initiatives is designed to address energy inefficiencies in a complementary way. That means considering the energy system of a building, a portfolio of buildings, or an industrial process as a whole so the technologies work together. To enable this approach, EDF Energy develops EnPCs with the support of a wide range of technology providers and an R&D centre for access to the latest innovations in energy efficiency.

Ready to discuss your performance contract?

EDF Energy can deliver the three key abilities a business should look for in an EnPC provider:

1. The **commercial** skills to build a business case aligned to your business strategy
2. The **funding** options to enable the scale of investment your programme will require
3. The in-house **technical** skills to design an optimum blend of initiatives and reliably manage their implementation with minimal impact on your core business operations

The process begins with a free consultation to define what an EnPC can deliver for your business.

Take the first step ...

If you would like more information about our services please request a callback by emailing us at:

energyexperts@edfenergy.com





e-factsheet - a better way of working

Why an e-factsheet? At EDF Energy we are committed to using the most sustainable working practices wherever possible and this includes when delivering communications to our customers.

E-factsheets significantly reduce the volume of printed material we need, reducing our carbon footprint.

Our customers appreciate e-factsheets because they offer timely delivery of easy to access information in an ideal format for the modern screen based working environment.

edfenergy.com/largebusiness

To view our fuel mix visit edfenergy.com

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