



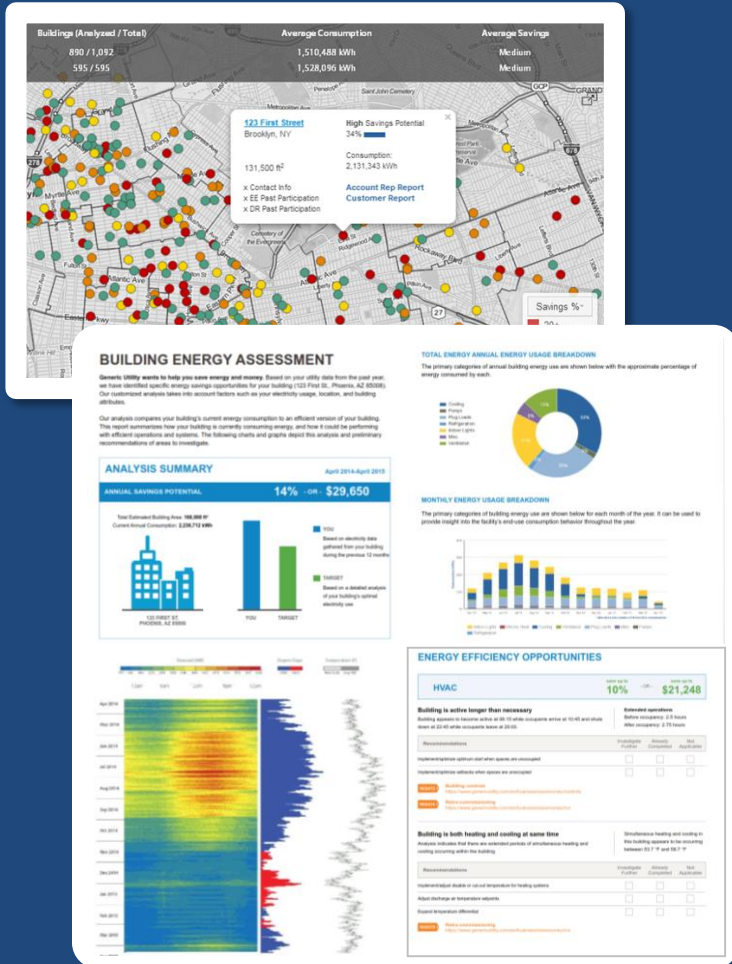
Retroficiency

ecova®

# Commercial Analytics for M&V 2.0

Mike Kaplan  
Vice President of Marketing

# Analytics for Commercial Efficiency and M&V



## TARGET

Identify high potential customers at the whole building and end use level



## ENGAGE

Deliver continuous engagement campaign with building specific messages



## TRACK

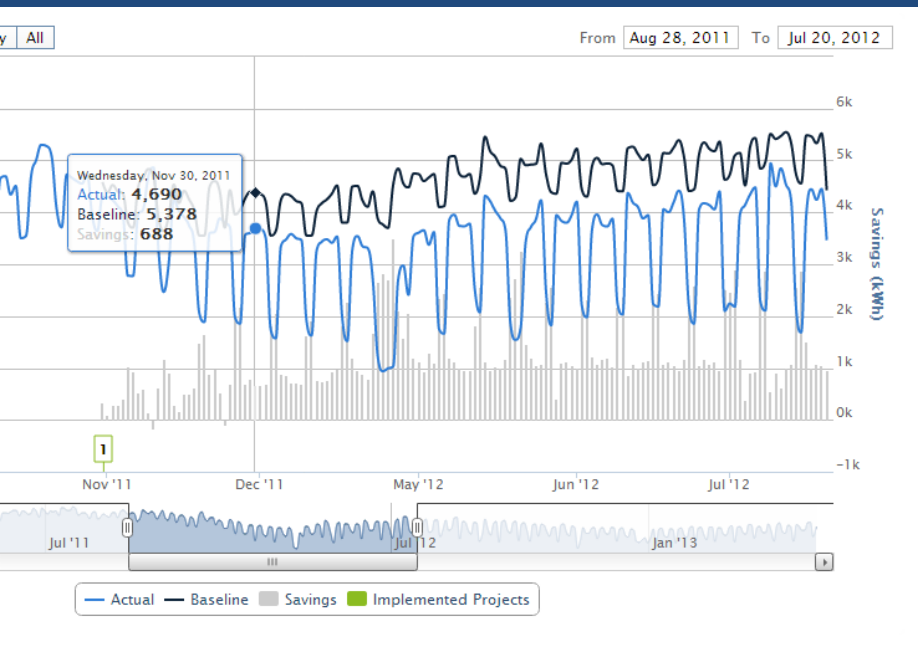
Leverage auto-M&V to measure savings and identify new opportunities



## CONVERT

Streamline project identification to close more projects with deeper savings

# Commercial Auto M&V Overview



- Reliable, low-cost approach to verifying commercial whole building savings
- Proprietary model based on industry best practices
- Can process all fuel types



**Maryland Energy**  
ADMINISTRATION



**2.2M** kWh annual savings potential

**53%** no-cost operational savings

**13%** average measured savings

“Montgomery County Public Schools invests significant time and resources to manage its energy usage and has been successful in doing so, but it is always challenging when dealing with hundreds of facilities with ever-changing needs. Retroficiency's ability to **rapidly analyze hourly meter data** and make actionable recommendations is a very unique solution that highlighted further operational improvements and savings for MCPS **with no capital investment required.**”

*-- Shela Plank, MCPS Energy Program Manager*



Retroficiency



conEdison

# Building Efficiency Marketplace

New York's Reforming the Energy Vision

## THE SOLUTION

DEEP, SCALABLE METER ANALYTICS FOR BUSINESS



### CUSTOMER PORTAL

Engage customers in building-specific insights



### MARKETING CAMPAIGNS

Target customers by energy savings opportunities



### MARKETPLACE

Streamline transactions between customers and contractors

## MARKET POTENTIAL

(POST-DEMO)

100K+

Commercial  
Customers Impacted

\$48M

Annual Cost  
Savings

221 GWh

Annual Energy  
Savings

\$195M

Project Value  
Created

# Commercial Auto M&V Discussion

## OPPORTUNITIES



- Unlock new programs (measures and models)
- Customer engagement
- Improve EM&V process

## CHALLENGES



- Data availability
- Verification

## QUESTIONS



- Testing protocols
- Group v. site-specific
- Role in EM&V process

An aerial photograph of the New York City skyline, featuring numerous skyscrapers. Several buildings are highlighted with bright colors: the Empire State Building is yellow, a large building on the right is red, and several other buildings are green and yellow. The background shows the city extending to the water under a grey sky.

Thank you!

Mike Kaplan  
VP, Marketing  
[mike.kaplan@retroefficiency.com](mailto:mike.kaplan@retroefficiency.com)