



FM Energy Management

Why FM companies worldwide are partnering with best.energy

 Win Tenders & Client Contracts

 Differentiate Your Offering

 Save Energy & Prove It



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What We Achieve

"A successful client-FM company relationship can reduce energy consumption, ensure compliance with carbon emission legislation, satisfy stakeholders and crucially, deliver vital financial benefits."

DAVID PARKER
GROUP EXECUTIVE DIRECTOR
EMCOR GROUP UK

Why, All Too Often, It Isn't

"(Energy) Information is available mostly on a monthly or quarterly basis, this leaves the FM or energy specialists using retrospective information, or 'driving forwards using the rear-view mirror.'"

NATIONAL ENERGY FOUNDATION
& BIFM

The best Solution

"The World's most complete energy monitoring solution, easily integrated into your CAFM software. Extend your value proposition, satisfy your clients and win new contracts."

TROY WRIGLEY
CEO
BEST.ENERGY

Is Your FM Company Future-Proof?

Dear Reader,

Here's the situation, the FM landscape is changing with every passing year. Gone are the days of FMs fulfilling purely a mechanical and electrical role; the remit of FM companies is expanding.

It was only a matter of time before energy management became an unavoidable, undeniable part of that. You Know This, But Are You Prepared For What Comes Next?

Already, new tenders are being lost and won on energy management credentials. Client requirements are beginning to include unavoidable energy reduction targets.

Client expectations for their FM company are shifting to include energy expertise; the ability for that FM provider to not only monitor and analyse energy levels across whole portfolios, but comment, report, make recommendations and take direct action.

Very soon, there won't be a new client available that doesn't require energy expertise. Do you have it? If the answer is anything less than 'yes, definitely' – we should talk.

Your's Sincerely,

Troy Wrigley
CEO, best.energy



“Only 1 in 5 FMs have daily (or more frequent) energy data to draw from.”



253%

Non-domestic energy prices up **253%** since 2004

14.7%

Growth in the global Business Energy Management Systems (BEMS) market of **14.7%** annually predicted

38%

Reliance on imported energy up to **38% net import in 2015**

“Growing pressure to retain clients and woo new ones requires being able to provide a better set of tools for energy management.”

Roberto Flores
Technical Consultant to IBM

Why Work With Us?

Best.energy put the energy in 'Real Estate, Energy & Facilities Information Management' (REEFIM).

Our partners handle the relationship and provide uniquely skilled energy analysis and management services. We provide centralised training and a suite of powerful products - it's the perfect combination. And with this model, we have become an integral, seamlessly integrated part of many FM companies' value propositions.

At the core of that value proposition is Eniscope - the world's most complete energy management system:

"I've never seen a system like it, even though I've had a lot of meetings with a lot of providers. It gave us the opportunity to monitor our energy consumption in a whole different way."

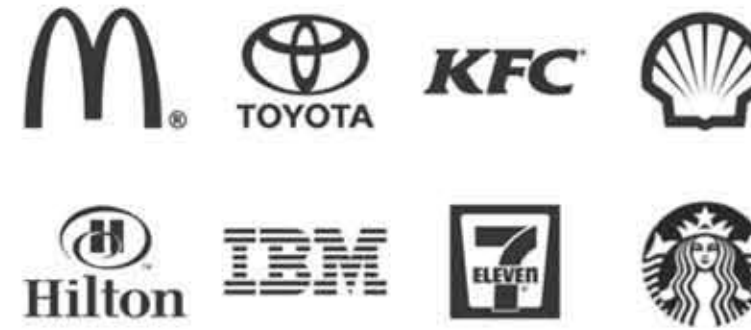
JL, HEAD OF REAL ESTATE 7 CONSTRUCTION-7-ELEVEN (REITAN CONVENIENCE), DENMARK

"We've had the Eniscope for about a month and I've been able to save 43% of energy costs"

CHIEF ENGINEER BETHUNE UNIVERSITY

Installed Globally In Blue-Chip Companies

We are proud to provide energy monitoring and management to a range of clients across multiple sectors globally. From fast food giants to well-known car brands, our versatile solutions are relied upon everywhere.



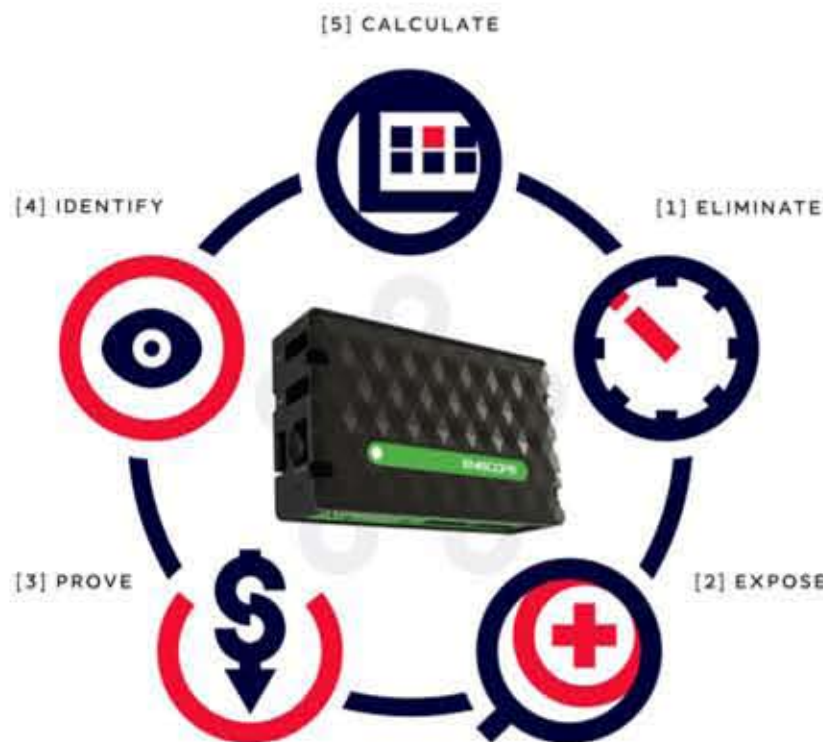
"To do more with that money. To have the savings and put it back into the schools, we're just generating our own money! In a heartbeat I would recommend it, it's cutting edge - it really is."

CHIEF BUSINESS OFFICER, HILLSBOROUGH COUNTY PUBLIC SCHOOLS

"Eniscope has saved us 38% of our costs, which is almost a 1-year payback"

ROBERT JOHNSON CEO COQUINA OFFICE PARK, USA

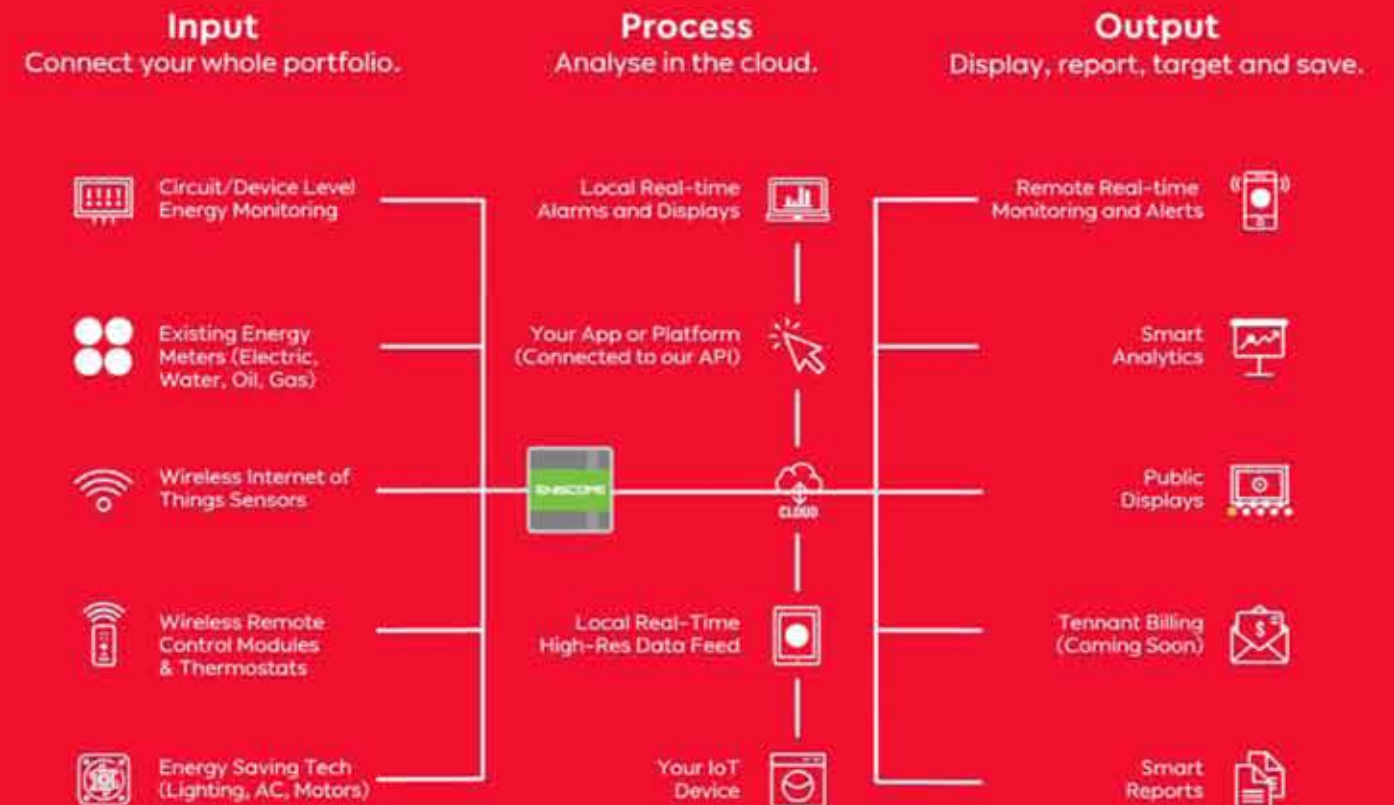
Headline Features



Did you know?
With Eniscope you can...

- [1] Eliminate hours of waste
- [2] Expose energy abusing equipment
- [3] Prove savings and change user behaviour
- [4] Identify maintenance issues before they happen
- [5] Accurately calculate tenant billing

Eniscope is sold successfully in more than 50 territories, by over 100 distributors, worldwide.



Over 30% of FM professionals don't compare a building's energy performance over time

How Would A Partnership Work?

We work completely 'white-label' behind the scenes. We offer the full breadth of our expertise, our hardware and our software, but deliver it as an extension to your own value proposition – seamlessly integrating into your incumbent CAFM system.

From the client perspective the service is an extension to your standard offering and all the credit and kudos goes your way. From your perspective your ability to compete for tenders which include an energy element, and to satisfy clients with strict energy reduction guidelines, is greatly boosted.

What's The Cost?

How you handle the costs of our partnership can split into two choices:

Pass The Cost On	Absorb The Cost
All the benefits of providing an energy element to your service, but with zero cost.	Arguably the more popular choice – you can fully adopt the Eniscope hardware and software into your operation.
With our help, you can convince your clients of the need for the Eniscope and associated services, then purchase and sell on the product 'Just In Time' (JIT).	You purchase the equipment in whatever quantity suits your client portfolio. We'll integrate our software into your management systems and you'll be able to offer energy management whenever and wherever you need to.
That way, you only pay us when you have a client who wants the service and you immediately recoup your costs.	Expert, accurate energy management ceases to be an up-sell and becomes part of your standard offering.
The perfect up-sell.	

Who Is Doing It Already?

Chris Coath
Head of Energy
NG Bailey



Early in BEST's partnership with NG Bailey, various 'proof of concept' installations were put in place at blue-chip clients. In one early example, a single building showed the following results:

75%

Reduction In Installation Costs
Over Incumbent System

11

Energy saving Opportunities
Quickly Identified

213

Tonnes Annual
Carbon Reduction

7%

Electricity Savings Identified

£40,000

Annual Cost Saving Identified

30%

Gas Savings Identified

These striking results from just one, modest office building showed the phenomenal potential that would be realised when they deployed to the entire estate portfolio.

This pilot has opened up an energy saving roll-out opportunity with one of the largest real-estate investment organisations in the world, and initial deployment of the Eniscope solution will take place in hundreds of commercial office buildings across the UK.



"Having had experience with a wide range of hardware solutions in the past I can say with confidence that Eniscope is the most innovative. The advances already made in designing a small, powerful and very easy to install product puts you at the forefront of the market."

CHRIS COATH
HEAD OF ENERGY
NG BAILEY

"At one of the largest airports in South America, the airport operators needed to comply with ambitious energy reduction goals... Eniscope was the chosen platform to provide the flexibility, cost and ease-of-use to measure 1,417 circuits; identifying energy leaks, electrical safety issues and providing automatic billing and CO2 reporting."

ROBERTO FLORES
TECHNICAL CONSULTANT TO IBM

"Eniscope has been a real game changer for us and allowed us to differentiate ourselves from other FM providers. In fact, in many cases the energy management program we implement using Eniscope more than pays for the FM services we provide."

EUGENE GOH
DIRECTOR
SEIDO SOLUTIONS
(FM SERVICE PROVIDER TO PIZZA HUT IN MALAYSIA)

What Does The Future Hold?

BEST is poised to become a world leader in building optimisation by harnessing the power of IoT (Internet of Things) and AI (Artificial Intelligence).

Adding wireless sensors and control modules to a new machine learning platform will let you run your buildings on energy efficiency autopilot.

And what's more, the software to do this will come via a free, cloud-delivered update and the sensors will work seamlessly with existing Eniscope installations.

A TRULY Smart Meter

A metering system that's really smart is one that can make its own decisions.

Less Reliance
On Human Behaviour.



Remote Control of
Energy-Using Systems.



AI Automated
Decision Making.



Take The Next Step

1

Identify a client who could benefit, perhaps one starting to make noises about energy reduction.

2

We'll provide a free demonstration period, including full install, and blow them (and you) away.

3

If you're impressed enough, we can fully integrate into your systems and partner up.

Contact us today to start your journey:

PHONE: +44 (0)1726 871 040

WEB: best.energy

EMAIL: info@best.energy

Eniscope In Numbers

60

Billion Data Points Per Month

2,000+

Sites

43

Countries

14,500

Metering Points

... and counting





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