

Southern California Edison



# Energy Management Solutions for Your Business

Industry Expertise, Services and Incentives



# Energy Management Solutions for Your Business

## Industry Expertise, Services and Incentives

Southern California Edison's (SCE) Energy Management Solutions can help your business overcome some of the most common barriers to maximizing your energy savings by providing industry expertise, a range of specialized services and financial incentives. Together, these help you identify and implement energy efficiency and/or demand response projects.

### Industry Expertise

Third-party vendors under contract with SCE bring you energy management solutions and industry expertise through programs spanning various commercial and industrial segments, including:

**Commercial** — Data Centers, Health Care, Hospitality, Office and Retail, Schools and Small Business

**Industrial** — Food and Beverage, Manufacturing and Oil, Gas, Petroleum and Refinery

### Services and Financial Incentives

Each program offers specialized services and financial incentives that may include:

#### Project management services

- Scheduling and coordination of activities
- Processing of incentives

#### Technical services

- Energy audits
- Project recommendations, including cost-saving analysis
- Financing option recommendations
- Project installation
- Project pre- and post-installation inspections and savings verification

#### Financial incentives

- Express Solutions incentives (paid on a per-unit basis)
- Customized Solutions incentives (paid on actual energy savings)
- No-cost or low-cost energy-efficient products (free or small co-payment)
- Demand Response Technology Incentives (reimbursement on equipment and installation costs, based on tested and verified load reduction)\*

### Two Delivery Models

Each program is delivered in one of two models, Turn-key or Pay for Performance.

#### Turn-key

This model offers complete, or "turn-key", products and services to move the project from start to finish. Products and services are free or low-cost (have a co-payment) and include energy audits, equipment, equipment installation and energy savings verification.

#### Pay for Performance

This model offers free technical and measurement and verification services and pays financial incentives based on actual kWh and peak kW reduction.

### Take Advantage of These Programs Today

Call your SCE Account Representative or the vendor directly. If you do not know who your SCE Account Representative is or do not have one, please call **(800) 736-4777**.

\*Participation requires customer enrollment in a qualifying demand response program.

# Commercial

## Turn-key Delivery Model

| Description   | Vendor  |
|---|---|
| <b>Hospitality</b>  |   |
| <br><b>Entertainment Centers</b><br>Offers free and low-cost energy management solutions to amusement and recreational facilities, including arcades, bowling alleys, fitness centers, golf courses and movie theaters. Typical energy efficiency projects include replacements/upgrades of controls, HVAC and lighting equipment. | Matrix Energy Services, Inc. (Matrix)<br><a href="http://www.matrixenergyservices.com">www.matrixenergyservices.com</a><br>916-363-9283   |
| <b>Office and Retail</b>  |   |
| <br><b>Mid-Market Management Affiliates Program</b><br>Offers free and low-cost energy management solutions to single-story, mid-sized commercial office buildings and retail facilities. Typical energy efficiency projects include equipment replacements/upgrades of controls, HVAC and lighting equipment.                     | Energy Innovation Group (EIG)<br><a href="http://www.energyinnovation.net">www.energyinnovation.net</a><br>310-313-1917   |
| <b>Schools and Colleges</b>   |   |
| <b>Preschools</b><br>Offers free and low-cost energy management solutions to child-care centers, including private centers, Head Starts, state-contracted preschools and centers located in faith-based organizations, school districts and other community facilities. Typical energy efficiency projects include replacements/upgrades of controls, HVAC and lighting equipment.                                  | Low Income Investment Fund (LIIF)<br><a href="http://www.liifund.org">www.liifund.org</a><br>415-772-9094   |
| <br><b>Private Schools and Colleges Audit and Retrofit</b><br>Offers free and low-cost energy management solutions to private colleges, pre- and K-12 schools and other educational institutions. Typical energy efficiency projects include replacements/upgrades of controls, HVAC and lighting equipment.                     | Matrix Energy Services, Inc. (Matrix)<br><a href="http://www.matrixenergyservices.com">www.matrixenergyservices.com</a><br>916-363-9283   |
| <b>Public Pre- and K-12 Schools</b><br>Offers free and low-cost energy management solutions to public pre- and K-12 schools. Typical energy efficiency projects include replacements/upgrades of controls, HVAC and lighting equipment.   | Matrix Energy Services, Inc. (Matrix)<br><a href="http://www.matrixenergyservices.com">www.matrixenergyservices.com</a><br>916-363-9283   |
| <b>Small Business</b>   |   |
| <br><b>Direct Install</b><br>Offers free energy management solutions to qualifying small businesses. Typical energy efficiency projects include replacements/upgrades of lighting and refrigeration equipment.   | CRI Lighting & Electrical (CRI),<br>FCI Management, Inc. (FCI) and<br>FESS Comprehensive Energy<br>Solutions (FESS)<br><a href="http://www.sce.com/directinstall">www.sce.com/directinstall</a><br>800-736-4777 |

# Commercial

## Pay for Performance Delivery Model

|   | Description  | Vendor   |
|---|--|--|
| <b>Data Centers</b>   |  |  |
|    | <b>Data Centers</b><br>Offers energy management solutions to data centers and other IT-related facilities. Typical energy efficiency projects include replacements/upgrades of HVAC, lighting and other equipment. Demand response services available.   | Willdan Energy Solutions (Willdan)<br><a href="http://www.willdan.com/energy">www.willdan.com/energy</a><br>626-256-0526 |
| <b>Health Care</b>  |  |  |
|    | <b>Health Care</b><br>Offers energy management solutions to health-care facilities, including hospitals and medical office buildings. Typical energy efficiency projects include replacements/upgrades of controls, HVAC and lighting equipment. Retrocommissioning services available.  | Willdan Energy Solutions (Willdan)<br><a href="http://www.willdan.com/energy">www.willdan.com/energy</a><br>626-256-0526 |
| <b>Hospitality</b>  |  |  |
|   | <b>Lodging</b><br>Offers energy management solutions to lodging facilities, including hotels, motels and inns. Typical energy efficiency projects include replacements/upgrades of controls, HVAC and lighting equipment. Retrocommissioning services available.   | Willdan Energy Solutions (Willdan)<br><a href="http://www.willdan.com/energy">www.willdan.com/energy</a><br>626-256-0526 |
| <b>Office and Retail</b>  |  |  |
|  | <b>Commercial Utility Building Efficiency</b><br>Offers energy management solutions to single- or multistory commercial office buildings. Typical energy efficiency projects include equipment replacements/upgrades of controls, HVAC and lighting equipment. Specializes in LED lighting technology. Demand response services available.                             | The Trane Company (Trane)<br><a href="http://www.trane.com/losangeles">www.trane.com/losangeles</a><br>626-913-7123      |
|  | <b>Retail Energy Action Program</b><br>Offers energy management solutions to large commercial retail facilities, including grocery stores, malls and national chains. Typical energy efficiency projects include equipment replacements/upgrades of controls, HVAC and lighting equipment. Specializes in LED lighting technology. Demand response services available. | The Trane Company (Trane)<br><a href="http://www.trane.com/losangeles">www.trane.com/losangeles</a><br>626-913-7123      |
| <b>Schools and Colleges</b>   |  |  |
|  | <b>Cool Schools (Public K-12)</b><br>Offers energy management solutions to public K-12 schools. Typical energy efficiency projects include equipment replacements/upgrades of controls, HVAC and lighting equipment.   | The Trane Company (Trane)<br><a href="http://www.trane.com/losangeles">www.trane.com/losangeles</a><br>626-913-7123      |

# Industrial

## Pay for Performance Delivery Model

| Description   | Vendor   |
|---|--|
| <b>Food and Beverage</b>  |  |
|  <p><b>Beverage Manufacturing Audit and Resource</b><br/>Offers energy management solutions to beverage-processing facilities, including wineries, breweries and bottling plants. Typical energy efficiency projects include replacements/upgrades of controls, lighting, motors and refrigeration equipment. Process improvements and demand response services available.</p> | <p>Global Energy Partners (GEP)<br/><a href="http://www.gepllc.com">www.gepllc.com</a><br/>925-482-2000</p>  |
| <p><b>Food and Kindred Products</b><br/>Offers energy management solutions to food processing and plastic and rubber manufacturing facilities. Typical energy efficiency projects include replacements/upgrades of compressed air, cooling, controls, HVAC and refrigeration equipment. Process improvements services available.</p>  | <p>Lockheed Martin Services, Inc. (LMSI)<br/><a href="http://www.lockheedmartin.com">www.lockheedmartin.com</a><br/>301-897-6000</p>   |
| <b>Manufacturing</b>  |  |
|  <p><b>Chemical Products</b><br/>Offers energy management solutions to chemical production facilities, including medical supply and pharmaceutical facilities. Typical energy efficiency projects include replacements/upgrades of controls, lighting, motors and refrigeration equipment. Process improvements and demand response services available.</p>                  | <p>Global Energy Partners (GEP)<br/><a href="http://www.gepllc.com">www.gepllc.com</a><br/>925-482-2000</p> <p>Nexant, Inc. (Nexant)<br/><a href="http://www.nexant.com">www.nexant.com</a><br/>714-524-4401</p> |
| <p><b>Industrial Gases</b><br/>Offers energy management solutions to industrial gas manufacturing facilities. Typical energy efficiency projects include replacements/upgrades of controls, lighting, motors and refrigeration equipment. Process improvements services available.</p>  | <p>Lockheed Martin Services, Inc. (LMSI)<br/><a href="http://www.lockheedmartin.com">www.lockheedmartin.com</a><br/>301-897-6000</p>   |
| <p><b>Non-Metallic Minerals and Products</b><br/>Offers energy management solutions to mineral production, transportation, wood-product manufacturing and paper manufacturing facilities. Typical energy efficiency projects include replacements/upgrades of controls, lighting and motors equipment. Process improvements services available.</p>   | <p>Onsite Energy Corporation (Onsite)<br/><a href="http://www.onsitenergy.com">www.onsitenergy.com</a><br/>760-931-2400</p>  |
| <p><b>Primary and Fabricated Metals</b><br/>Offers energy management solutions to primary and fabricated metals and computer and electronic manufacturing plants. Typical energy efficiency projects include replacements/upgrades of compressed air, cooling, controls and HVAC equipment. Process improvements services available.</p>  | <p>Lockheed Martin Services, Inc. (LMSI)<br/><a href="http://www.lockheedmartin.com">www.lockheedmartin.com</a><br/>301-897-6000</p>   |
| <b>Oil, Gas, Petroleum and Refinery</b>   |  |
|  <p><b>Oil Production and Transportation</b><br/>Offers energy management solutions to oil and gas production and transportation equipment manufacturing facilities. Typical energy efficiency projects include replacements/upgrades of motors, lighting and HVAC equipment. Process improvements services available.</p>   | <p>Global Energy Partners (GEP)<br/><a href="http://www.gepllc.com">www.gepllc.com</a><br/>925-482-2000</p>  |
| <p><b>Petroleum Refining</b><br/>Offers energy management solutions to petroleum refineries. Typical energy efficiency projects include replacements/upgrades of compressed air, cooling, controls and HVAC equipment. Process improvements services available.</p>   | <p>Global Energy Partners (GEP)<br/><a href="http://www.gepllc.com">www.gepllc.com</a><br/>925-482-2000</p> <p>Nexant, Inc. (Nexant)<br/><a href="http://www.nexant.com">www.nexant.com</a><br/>714-524-4401</p> |

# Industry Expertise by Vendor

|            |                                  | CRI | EIG | FCI | FESS | GEP | LIIF | LMSI | Matrix | Nexant | Onsite | Trane | Willdan |
|------------|----------------------------------|-----|-----|-----|------|-----|------|------|--------|--------|--------|-------|---------|
| Commercial | Data Centers                     |     |     |     |      |     |      |      |        |        |        |       | ■       |
|            | Health Care                      |     |     |     |      |     |      |      |        |        |        |       | ■       |
|            | Hospitality                      |     |     |     |      |     |      |      | ▲      |        |        |       | ■       |
|            | Office and Retail                |     | ▲   |     |      |     |      |      |        |        |        | ■     |         |
|            | Schools                          |     |     |     |      |     | ▲    |      | ▲      |        |        | ■     |         |
|            | Small Business                   | ▲   |     | ▲   | ▲    |     |      |      |        |        |        |       |         |
| Industrial | Food and Beverage                |     |     |     |      | ■   |      | ■    |        |        |        |       |         |
|            | Manufacturing                    |     |     |     |      | ■   |      | ■    |        | ■      | ■      |       |         |
|            | Oil, Gas, Petroleum and Refinery |     |     |     |      | ■   |      |      |        | ■      |        |       |         |

▲ Turn-key Delivery Model      ■ Pay for Performance Delivery Model

## Vendors

CRI      CRI Lighting & Electrical  
 EIG      Energy Innovation Group  
 FCI      FCI Management, Inc.  
 FESS      FESS Comprehensive Energy Solutions

GEP      Global Energy Partners  
 LIIF      Low Income Investment Fund  
 LMSI      Lockheed Martin Services, Inc.  
 Matrix      Matrix Energy Services, Inc.

Nexant      Nexant, Inc.  
 Onsite      Onsite Energy Corporation  
 Trane      The Trane Company  
 Willdan      Willdan Energy Solutions

## More Ways to Save

For information on more SCE energy management solutions, call your SCE Account Representative or visit [www.sce.com/solutions](http://www.sce.com/solutions). If you do not know who your SCE Account Representative is or do not have one, please call **(800) 736-4777**.

SCE also offers a variety of free workshops and hands-on exhibits to help you make more informed decisions about managing your energy use and costs. Workshops are held at SCE's Energy Education Centers in Irwindale and Tulare as

well as throughout SCE's service territory. For a listing of upcoming seminars and workshops, visit [www.sce.com/workshops](http://www.sce.com/workshops).

SCE Energy Management Solutions are funded by California utility ratepayers and administered by SCE through contracts awarded to vendors (third parties) under the auspices of the California Public Utilities Commission. Funds are limited and are available on a first-come, first-served basis and will continue until funds are expended or Dec. 31, 2012, whichever occurs first. California customers who choose to participate in this program are not obligated to purchase any additional services by the third-party vendors. Terms and conditions apply.

FOR OVER 100 YEARS...LIFE. POWERED BY EDISON.

