

# Fixing building efficiency through efficient markets

**wegowise**

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Founder/ CTO

We should fix this.



Realized  
savings



Who are the stakeholders?

Property owners/ managers

**Which of my buildings is worth investing in?**

Utilities & Regulators

**How can we best target efficiency dollars?**

Service Providers

**How can we best serve our customers?**

Lenders

**Is this loan likely to be repaid?**

# The bad old way.

Building  
Models

Ad-hoc  
assessments

Expensive

First-come,  
first-serve  
programs

Manual  
data entry

Localized  
decision-making

We can do this better.

Real data

Targeted  
audits

Low-cost

Optimized  
programs

Automatic data  
and analysis

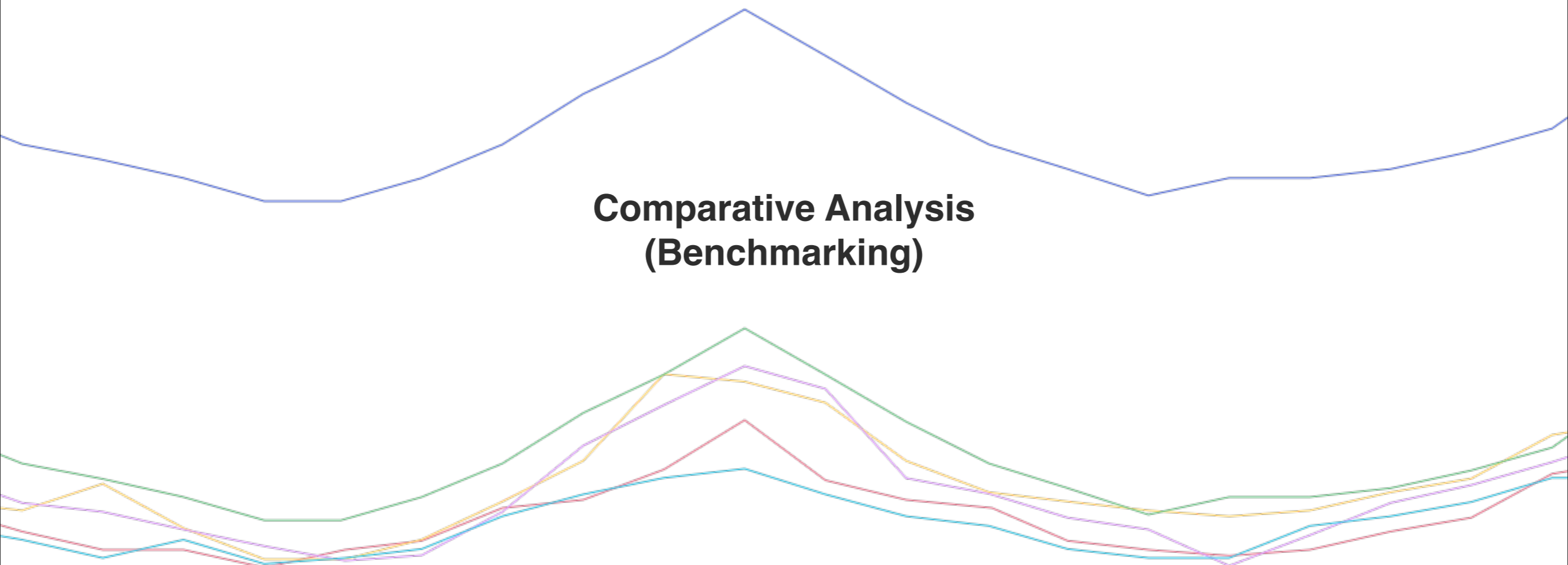
Portfolio-wide  
decisions

This is an information problem

**wegowise** solves this problem.

**Comparative Analysis  
(Benchmarking)**

**+ Smart Technology**





wegowise

A **universal approach** **Affordable +  
no extra hardware**  
to **meaningful reductions** **10% to 50%  
savings**  
in energy and water use.

# The potential savings are huge.

In January, the worst performing buildings in New England spend

**8x more**

on utilities than the best performing buildings

If apartments in CA became as efficient as the top quartile,

**56 billion**

gallons of water would be saved every year.

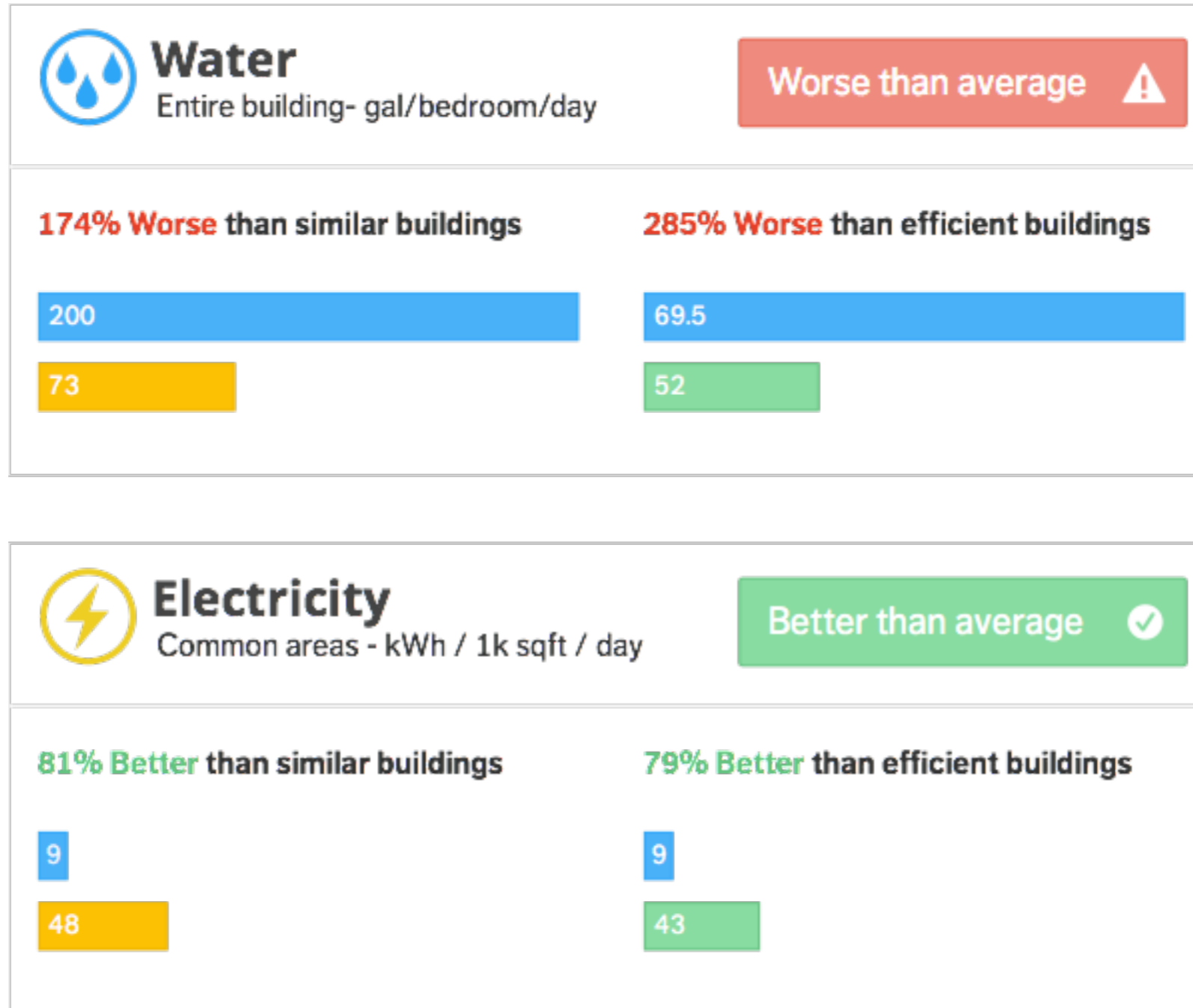
We could reduce utility expenses by

**billions of dollars per year**

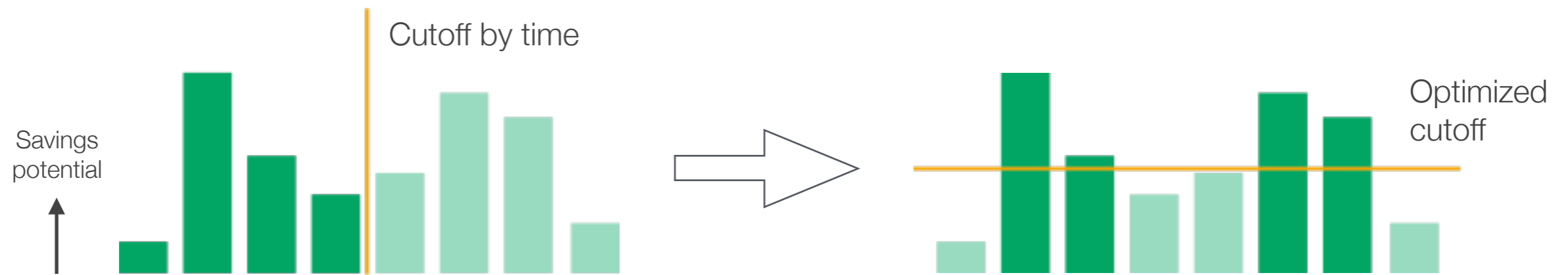
through efficiency measures that are within our reach.



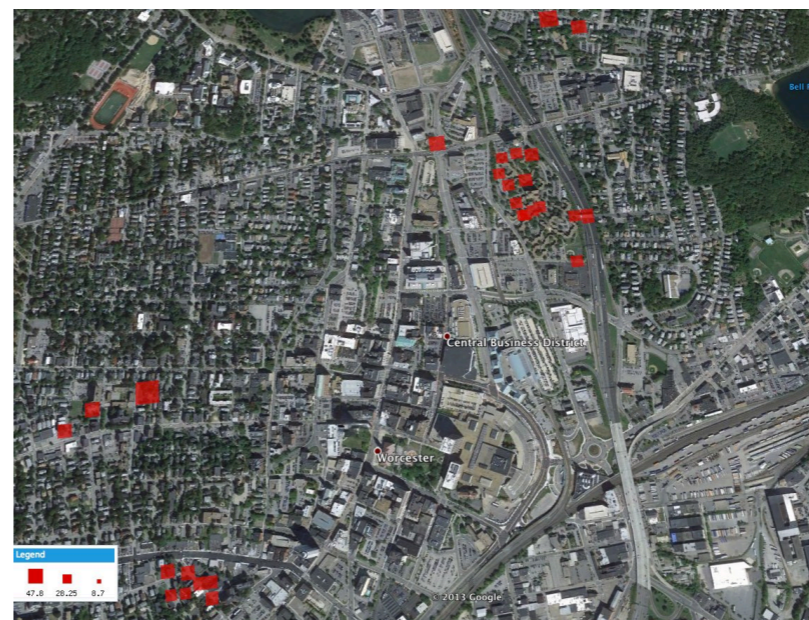
# How much can this building improve?



# How can we best target efficiency dollars?



Name	Full-Year Sum Per HDD
3 Curt Rd	15.2
11 Wolff Ranch	14.7
24 Schoen Greens	14.7
5 Grant Isle	14.7
5 Hallie Garden	13.2
48 Conn Ramp	12.8
60 Wyman Neck	12.3
25 Aaliyah Village	6.95
2 Braun Burgs	6.95



# Is this loan likely to be repaid?

## Energy Savings Potential Calculator

201 Main St.

Built in 1986  
Affordable housing  
Condo building

1 buildings  
278,482 square feet  
40 stories tall  
358 apartments

Steam heating  
Steam hot water

### Electricity annual savings potential

Owner	268,679 kWh	74,607 kgCO <sub>2</sub> e	\$49,437
Resident	0 kWh	0 kgCO <sub>2</sub> e	\$0
<b>Total</b>	<b>268,679 kWh</b>	<b>74,607 kgCO<sub>2</sub>e</b>	<b>\$49,437</b>

### Fuel annual savings potential

Owner	2,531 mlbs	267,577 kgCO <sub>2</sub> e	\$78,716
Resident	0 Therms	0 kgCO <sub>2</sub> e	\$0
<b>Total</b>	<b>2,531 mlbs</b>	<b>267,577 kgCO<sub>2</sub>e</b>	<b>\$78,716</b>

### Cogeneration (combined heat and power) annual savings potential

<b>0 BTU</b>	<b>0 kgCO<sub>2</sub>e</b>	<b>\$0</b>
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**Total owner annual savings potential: \$128,153**

**greentech**efficiency:

WegoWise Identifies \$137M in Savings for Low-Income Housing

**THE WALL STREET JOURNAL.**

Real Estate Firm Uses Web Tool to Cut Utility Costs

**environmental LEADER**

September 13, 2013

Building Retrofits Generate \$1m Annual Savings

**MFE**  
MULTIFAMILY EXECUTIVE

Energy Benchmarking Takes Hold

Affordable housing nonprofit saves 15 percent on energy bills after benchmarking turns up areas for improvement.

**AFFORDABLE HOUSING**  
FINANCE

Surge of Financing

Energy-efficient building upgrades can help power preservation efforts