

# Energy as a Service (EaaS)



Energy as a Service (EaaS) can help solve complex energy infrastructure challenges without upfront capital, while mitigating risk and improving performance.

Organizations are facing complex challenges – from significant deferred maintenance backlogs, capital constraints, aggressive sustainability targets demanded by their stakeholders and a generational change in staff with experienced facilities staff retiring. All of this while navigating the “new normal” defined by the COVID global pandemic and the pressure of an increasing need for resiliency and energy security. Ameresco’s deep bench of experts allows our customers to focus on their core competencies and leave their campus energy management to the experts.

## Establish a Long Term Partnership for Energy Infrastructure and Security

Energy users are embracing EaaS as a new paradigm. Clients establish a long-term partnership with Ameresco as a leading expert to manage their energy portfolio. We develop and implement a path for turnkey energy management, conservation, upgrades, and clean on-site generation.



Address **deferred maintenance** backlogs with **no capital** outlay or requirements to issue debt



Rely on an **long-term partner** to address facility and energy needs, **removing ongoing risk and burden** of energy infrastructure and management



Leverage an **experienced and dedicated team** of operators, engineers, and construction professionals



Progress toward **sustainability targets** with efficiency and green, renewable energy solutions



Enhance **energy conservation** and **modernize energy systems** with comprehensive solutions



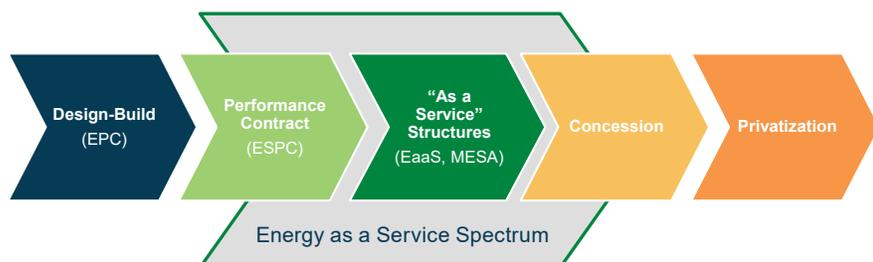
Reduce energy costs and grid reliance while **increasing resiliency** and energy security

# Ameresco's Approach to Energy as a Service

Ameresco's comprehensive approach to addressing customers' energy needs starts with **energy analytics** that create a road map for reducing cost and self-funding improvements. From there, we identify and implement **energy efficiency, demand management, and infrastructure improvement** measures to reduce energy consumption and load.

As a leader in advanced technologies, we optimize the plan with **distributed energy generation, storage and microgrid controls** – incorporating renewable energy solutions – and **energy supply management** insights. Moreover, Ameresco delivers **operations and maintenance** (O&M) services while leveraging ongoing analytics.

All solutions from Ameresco are delivered with an **innovative financing structure** which, in the case of Energy as a Service, means no capital outlay in an off-balance sheet or off-credit vehicle.



## Spectrum of EaaS

Under the EaaS umbrella, projects can be implemented under different structures. Ameresco considers your organization's priorities and requirements to define and source a customized financing solution.

## Customizing your Organization's Level of Risk Transfer and Control

EaaS models can range significantly in solution comprehensiveness and complexity. Ameresco works with a variety of clients across industries from those focused on one technology to those going all-in with comprehensive energy portfolio management. EaaS can vary from a simple long-term service agreement to an relationship structured with specific and technical accounting requirements to achieve your balance sheet or credit goals. Ameresco has sourced and raised over \$3.5 billion of financing for projects and maintains relationships with leading sources of both debt and equity financing. Embrace the shift in the energy paradigm, mitigate energy infrastructure risks, and focus on your sustainability goals by turning to your trusted sustainability partner, Ameresco.

Ameresco's team of energy experts can assist you in identifying the solution that fits your needs.

For more information about Ameresco and our full-range of energy efficiency and renewable energy solutions, please call **1-866-AMERESCO** or visit **ameresco.com**

