

Software for more efficient buildings

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The biggest challenge to financing efficiency efforts is figuring out how to underwrite loans.

Efficiency is harder than renewables

Estimating solar production is *easy*. *Few variables, straightforward calculations.*

Buildings are complicated!

Models perform poorly.

Needs a data-driven approach

WegoWise: data-driven solutions

Automated Data

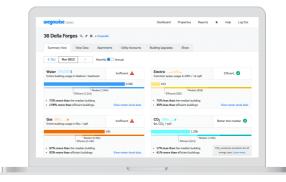


Cost of electricit	y in \$ per apartm	ent					
Date	5 Hallie Garden	11 Wolff Ranch	40 Cons Ramp	24 Shoen Gardena	3 Curt Road	5 Grant Iale	60 Wyman Neck
June 2813	26.44	28.29	21.78	28.42	26.21	44.21	41.34
Nay 2013	20.23	34.67	24.12	34.28	32.58	49.58	44.42
Apr. 2813	29.14	39.46	33.89	38.02	36.91	54.47	45.42
Har 2013	34.23	42.87	36.85	39.94	37.73	\$3.99	49.87
Feb 2013	52.85	47.25	41.73	40.21	43.21	78.21	48.34
Jan 2013	68.47	54.475	49.37	45.12	0.51	23.58	54.47
Dec 2012	45.85	43.45	42.38	43.42	42.91	69.67	52,42

On-site Data Collection

iPad 🗢	9:56 AM		68% 🔳
Contract	201 South Street		
Mechanical Equipment		Add	
Forced Air - Distribution System		Clone	
Boiler/Tank - Indirect Fired - Hot Wat	er	Clone	
Water		Add	
Meter		Add	
Suite 613		Clone	
Suite 614		Clone	
Suite 615		Clone	
Suite 616		Clone	

Analytics & Benchmarking

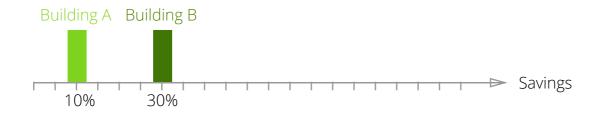


Reporting & Alerts

32 Main S	ling Outlook St.			
Projecte 18/39 in	d Spend: \$496,956 portfolio	F	Potential Savings: ocus on water	\$33,174
Total	2013 (Actual) \$473,291	2014 (Projected) \$496,956	Median Building \$463.782	Potential Savings
Gas	\$194,209	\$203,919	\$198,653	\$33,174
Water	\$183,930 \$95,152	\$193,127	\$193,127	50
		\$99,910	\$72,002	\$27,908 🏲
Recommen	ndations 38% higher than similar b ng in your portfolio. Water deas to reduce unit			

Projecting savings per project

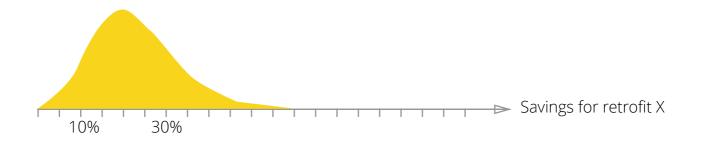
The same project on two different buildings may yield very different results.



How do we make projections? **Analytics + benchmarking + audits**

Look across portfolios instead

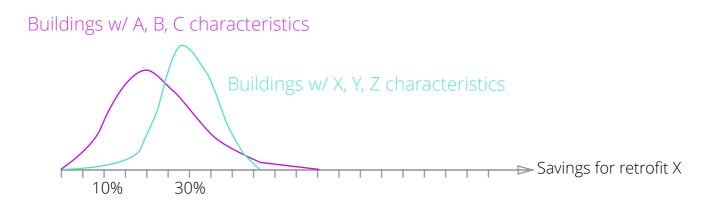
We don't need to get each building right. We just need a good risk *profile*.



Applicable to owner's portfolio of buildings, or lender's portfolio of loans.

Data will solve this problem

We can use data to understand how risk profiles differ across building types for a given upgrade.



We're making progress

