

# wegowise

Software for more efficient buildings

Barun Singh, Founder & CTO

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

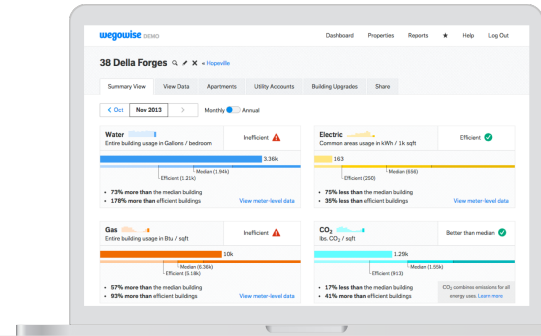
## Automated Data



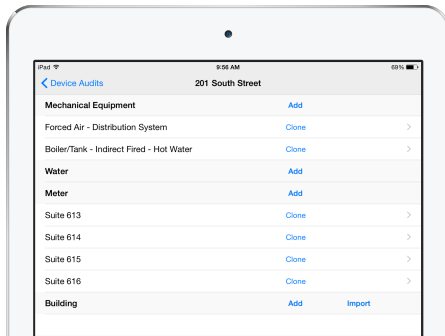
Cost of electricity in \$ per apartment

Date	5 Halls Garden	11 Wolf Reach	40 Carr Ramp	24 Sheep Gardens	3 Curt Road	5 Greenlie	60 Wyman Hook
June 2013	26.44	38.29	21.78	39.82	26.21	44.21	41.34
May 2013	26.23	34.47	24.12	34.28	32.58	46.38	44.47
Apr 2013	29.14	38.46	33.89	34.82	36.91	54.87	45.42
Mar 2013	34.23	42.87	36.44	39.94	37.73	63.99	59.87
Feb 2013	32.88	47.25	41.73	46.21	43.21	78.21	48.24
Jan 2013	36.47	55.61	46.37	45.12	41.58	73.58	56.47
Dec 2012	48.59	49.48	41.18	47.82	42.91	69.67	52.42

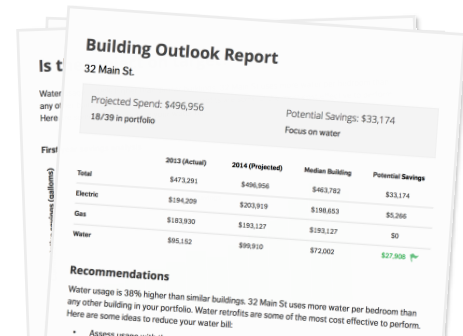
## Analytics & Benchmarking



## On-site Data Collection

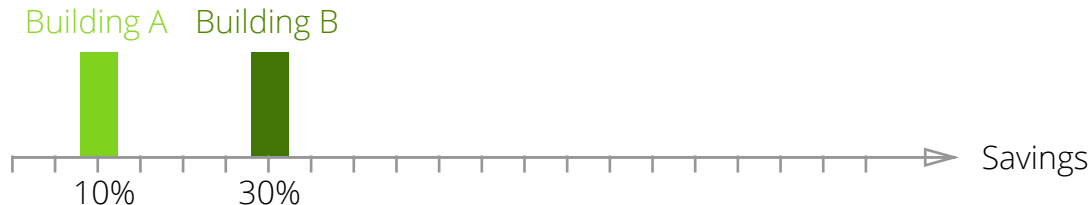


## Reporting & Alerts



# Projecting savings per project

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

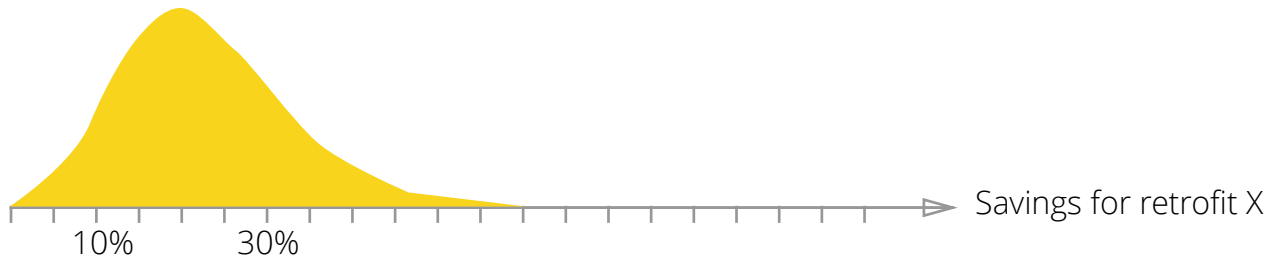


*How do we make projections?*

**Analytics + benchmarking + audits**

# Look across portfolios instead

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

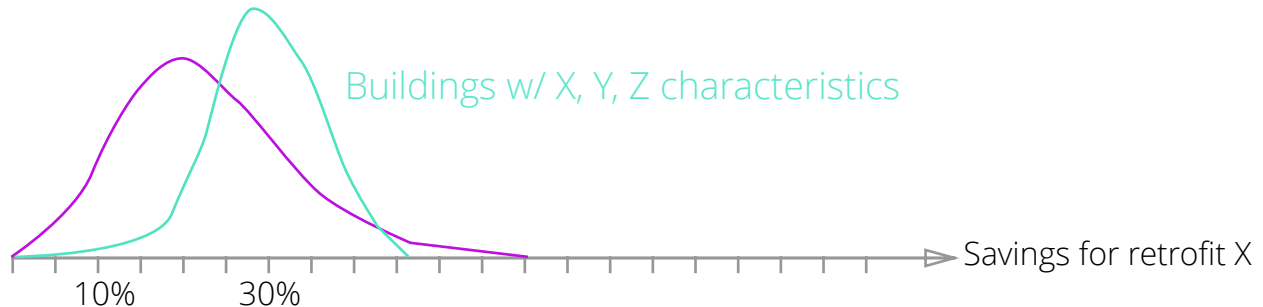


Applicable to owner's portfolio of buildings,  
or lender's portfolio of loans.

# Data will solve this problem

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

Buildings w/ A, B, C characteristics



# We're making progress

