



Insuring North America's Energy Industry

# Strategies for Ensuring Real Energy Savings in New Construction and Existing Building Retrofits

Energy Savings Warranties



# Energi Insurance

*Energi is a leading provider of specialty risk management solutions, including insurance and reinsurance, to niche sectors of the energy industry.*

*Energi's competitive strength lies in doing the hard work to truly understand the risks faced by operators and investors, and then developing proprietary mitigation, loss prevention, and operational risk management techniques to best serve them.*

*Energi is licensed to do business in all 50 states and Canada, and, through its strategic partners, can provide risk management services globally.*

# Alternative Energy Solutions

- Pioneered the development of performance warranty solutions for the alternative energy sector
- 24 master policies since January 2011, with steady geometric growth each year
- Over 100 projects insured, ranging from <\$50k to >\$70mm
- International: Canada office open Q2 2014, UK office open Q4 2014



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Confidential

## AES Product Offerings

- **Energy Savings Warranty**  
*Backstops savings guarantees offered to building or project owners*
- **Output Performance Warranty**  
*Provides payment of shortfalls in cash-flow due to underperformance of project*



# Energi's Energy Savings Warranty

Guarantee energy savings of kWh, BTU's, Therms, etc.

Insurance policy pays shortfalls between Guaranteed Savings and Actual Savings

*Takes the risk of savings being realized away from the building owner and capital provider*

# The Path to Precision

## 1. Project Screening

- Identify strong project proposals, designs, & teams

## 2. Design Review

- Check for errors & omissions
- Check for over- or under-sizing of equipment
- Demand full measurements and calculations over shortcuts and rules of thumb

## 3. Inspection

- Ensure all measures have been installed per the project design
- Ensure all measures all functioning as intended at commissioning

## 4. Real-Time M&V

- Monitor performance data remotely in near real-time
- Identify deviations from normal parameters and remedy issues *before they become problems that impact savings*





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