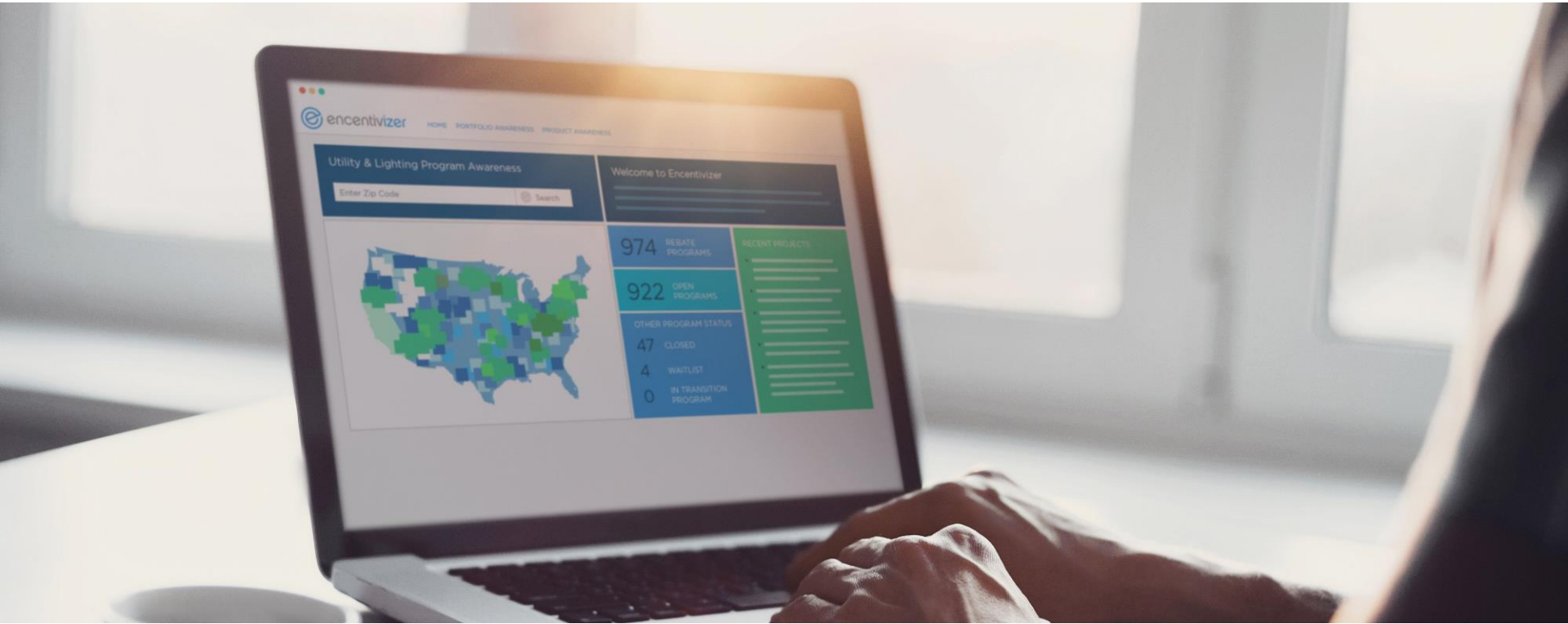


Encentivizer Platform for Utility Programs

Enhancing Participation in Rebate and Financing Programs throughout North America



AEP **OHIO**[®]
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AEP-OH Incentivizer Pilot Program Goals

1) Broaden Program Awareness

- Expand program visibility to local, regional and national Solution Providers

2) Maximize Program Participation

- Seamless integration between Solution Provider tools and program application

3) Simplify Project Submissions and Reduce Time and Errors

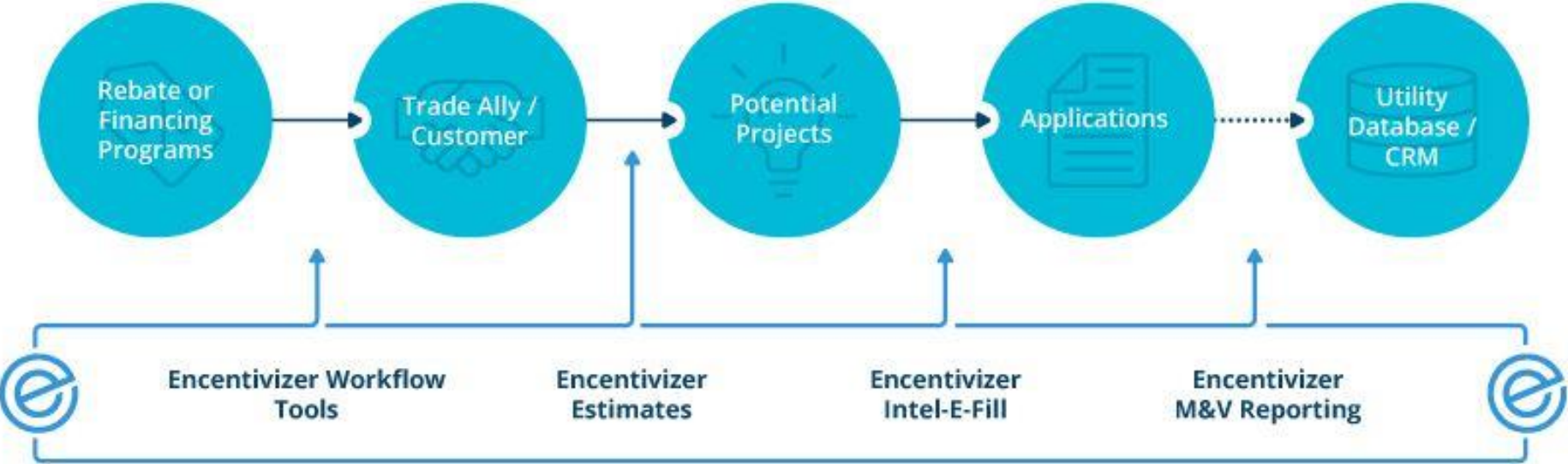
- Project details do not have to be entered multiple times by the Solution Provider

4) Actionable Data to Help Focus Outreach Efforts

- Get insight into how Solution Providers are using the program to help close deals

Awareness – Estimate - Apply

AEP-OH Incentivizer Platform



Integration into Audit-Design-Install Process

Encentivizer XL integrates into Energy Audit Tools to Provide Line-by-Line Rebates

STEP 1: ENTER CUSTOMER INFO

Name of Project: Test Lighting Survey
Customer: Test Office Building
Customer POC: Mary Smith
POC Email: mary.smith@test.com
Installer: Steve Moritz
Controls? No

Building Address: 121 High Street
City: Columbus
State: OH
Zip*: 43215
Electric Account #:
Building Type: Office

Install Date: 6.15.17
Utility: AEP Ohio/Columbus Southern Power Co
Energy Rate (\$/kWh): \$0.10
Estimated TOTAL cost for upgrade: \$35,000
Sq.Ft.: 500000
PACE? Columbus Region Energy Fund

STEP 2: CLICK TOOLBAR TO SET PROJECT DETAIL

STEP 3: DESCRIBE THE EXISTING SYSTEM **STEP 4: DESCRIBE THE PROPOSED SYSTEM** **STEP 5: INCENTIVES WILL AUTO-POPULATE BELOW**

Existing Systems	FX #	FX	Watts / Hrs / Yr	Energy \$ / Yr	Proposed Systems	FX #	FX	Watts / Hrs / Yr	Lumen / FX	Energy \$ / Year	Local Rebate*	Notes
MH 400	137	400	4000	\$21,920	#GE#ABH3(01234)2H474X 123	123	124	4000		\$6,101	\$8,700	T12: Limit to T8 Wattage, w/o controls.

Encentivizer XL Dashboard | Page 2 | Wattage Table | EEData

Auto-Fill of Rebate Applications

Customer Information

Business Name Test Office Building



LIGHTING WORKSHEET

[Link to Specifications](#)

Please ensure all equipment meets program requirements by reviewing the specifications. Incentives for replacing T12 fluorescent lighting equipment will be calculated using the wattage from an equivalent T8 fixture. Please refer to the [specifications](#) for the list of standard wattages for the T8 fixtures.

Watts Reduced Worksheet									
Do the area(s) included in this project have lighting controls? No									
Space Type	Incentive Category	Existing Lighting				New Lighting			
		Fixture Type	Lamps per Fixture	Fixture Qty	Fixture Wattage	Fixture Type	Lamps per Fixture	Fixture Qty	Fixture Wattage
Interior	New T5 Fixture	400W MH	1	20	458	4' 6L T5HO	6	20	351
Interior	ES or DLC	MH 400	1	137	400	H3(01234)2H474	1	123	124.0
(Select One)	(Select One)								
(Select One)	(Select One)								
(Select One)	(Select One)								

Building Type (Select One) Shift (Select One)

Auto Generate Indicative Finance Quote



Indicative Financial Quotation Prepared For:

Project Summary		Financing Estimate	
<p>AEP Ohio has engaged HBC Energy Capital to procure low cost financing for your project. The figures on this sheet explain the payments and savings calculated specifically for your project. If you are interested in moving forward with this offer, let us know and we will submit your project for financing approval. Please note that indicative quotation amounts are subject to credit review; interest rates and final payment amounts may vary.</p> <p>Questions? Call HBC Energy Capital (720) 420-7648 to discuss your financing options today.</p>		Project Cost	\$35,000
		Incentive	\$8,700
		Net Financed	\$26,300

\$ Project Savings Estimate		
Annual Savings	\$10,000	<i>Energy Cost Savings</i>
Ten Year Savings	\$100,000	<i>Energy Cost Savings</i>
6 Month Cost of Delay	\$5,000	<i>Lost Cost Savings From Waiting 6 Months to Install Project</i>

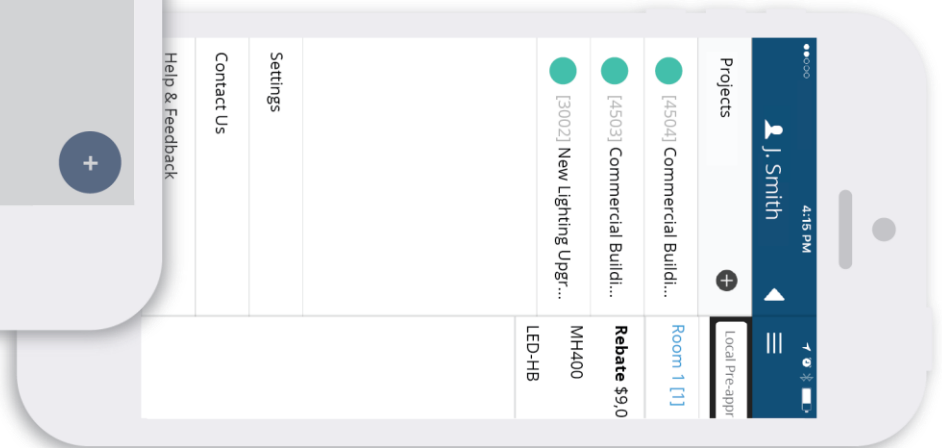
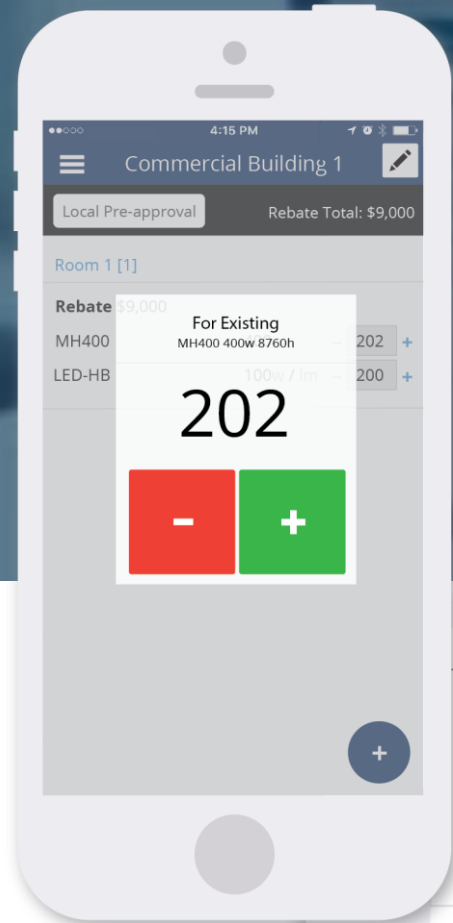
\$ Project Financing Estimates			
Term	Monthly Savings	Monthly Payment	Net Monthly Cash Flow
3 years	\$833	\$876	-\$43
Term	Monthly Savings	Monthly Payment	Net Monthly Cash Flow
4 years	\$833	\$675	\$159
Term	Monthly Savings	Monthly Payment	Net Monthly Cash Flow
5 years	\$833	\$502	\$331

Next Steps	
<input type="checkbox"/> Step 1	Review indicative quote- notify HBC Energy Capital if you want to move forward with this offer
<input type="checkbox"/> Step 2	HBC Energy Capital will notify you of a credit decision or the need for additional information required to get you approved
<input type="checkbox"/> Step 3	Receive notification of financing approval, sign closing docs, and begin equipment installation.

AEP Ohio has contracted with WECC (Wisconsin Energy Conservation Corporation) who has subcontracted with HBC Energy Capital to provide financing for qualified energy efficiency business projects for AEP Ohio.



Mobile Audit Tool – Beta Test





Edit Item



Existing

Replacement

Location

Store

Desc

400MH

Watts

455

Hours

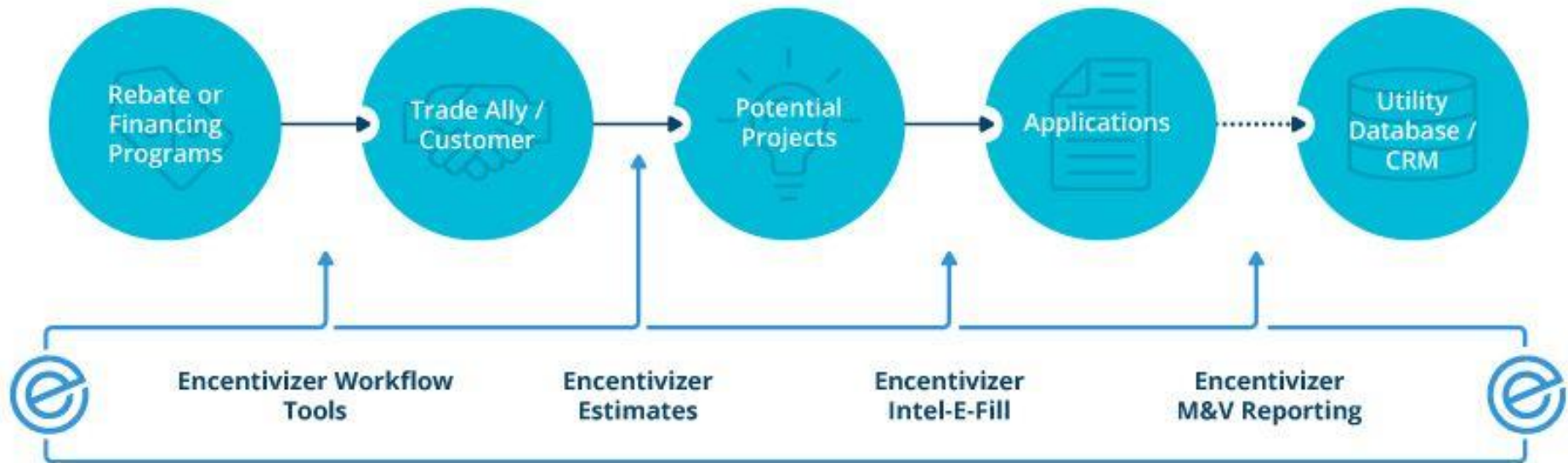
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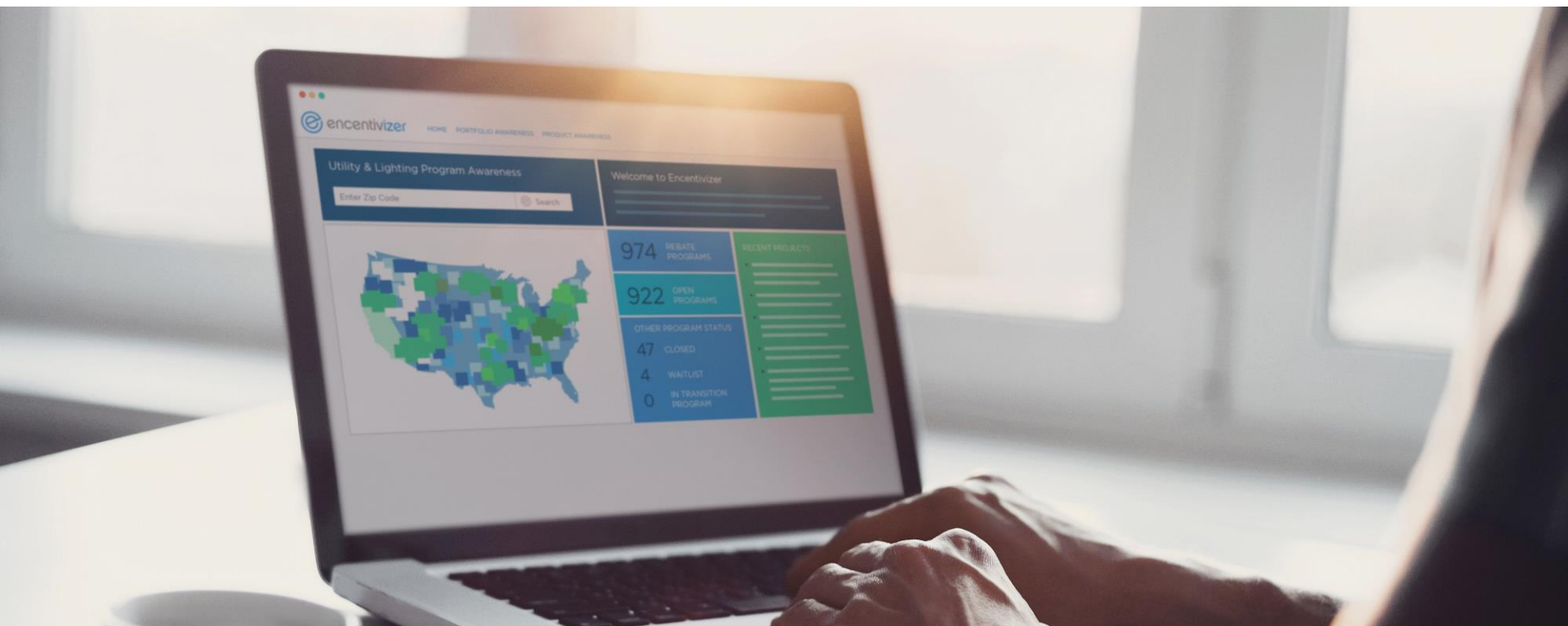
AEP-OH Incentivizer Pilot Program Results



- 18% of AEP Solution Providers participating in Pilot
- 140 new projects identified
- Average project size - \$18,725
- Over 9,400,000 in potential kWh savings



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