



Integrated Energy Solutions

Beacon is an independent Massachusetts-based woman-owned energy management solutions firm specializing in energy procurement, energy management, energy savings performance contracting and renewable energy technologies and strategies.

We help public sector and business client optimize their energy usage through energy efficiency and infrastructure upgrades and by procuring essential energy commodities in the competitive energy market.

Energy Efficiency and Management

Beacon develops and manages the implementation of leading-edge energy solutions for public sector and private clients including energy efficiency improvement, demand response, performance contracting and demand management programs.

Our clients have benefited from our proven experience optimizing energy economics through infrastructure upgrades and procurement strategies. Beacon provides a seamless, integrated approach to developing and implementing traditional and renewable supply and demand-side energy solutions. We offer our clients unparalleled certainty of process in solution development, including:

- energy use and infrastructure analyses
- project procurement document development and management
- preparation and negotiations of contracts
- project submittal review and management
- construction implementation and management
- quality assurance oversight
- performance assurance management
- financing strategies development
- Energy Savings Performance Contracting

Energy Savings Performance Contracting

("ESPC") is a unique and extremely effective approach to installing innovative energy efficient capital improvements within current energy and operating budget.

Beacon is comprised of industry executives that know the energy services industry literally inside out, and who understand how to determine fact from fiction in proposals provided by Energy Services Companies ("ESCOs"). This is especially important as the improvements made under an Energy Savings Performance Contract are financed through long-term reductions in annual energy and operational budgets.

When an ESCO guarantees its projected savings under an ESPC, what does that guarantee mean and how is it measured, documented and enforced? Who assumes the risk of performance? Beacon's unique experience working on both the ESCO and client-side allows us to discern the risk factors and develop strategies that result in guaranteed performance; not empty promises.

Energy Supply and Advisory Services

Beacon helps clients procure and manage competitive energy supply in deregulated markets. We implement a reasonable and methodical approach to planning and execution to help our clients receive the best value, inclusive of price, risk assessment and quality of service. Our process enables our clients to consider, evaluate and implement the best economic solution for energy supply and also evaluate other related measures and options that may provide value.

Our comprehensive energy supply management program includes developing:

- a thorough analysis of commodity market opportunities including a comparative review and financial analysis of competitive energy supply pricing vs. standard utility tariffs
- a review of current budgets and contract requirements
- an assessment of available purchase structures - product, pricing methodologies and risk tolerance;
- a preliminary review of key business terms and conditions specifically required by the client
- competitive procurements for each commodity type
- a financial model to quantitatively assess the various factors based on their importance to the client and to assist in supplier selection

Clean and Renewable Energy Services

There is a clean and renewable energy revolution taking place across the globe. The United States has supported a tremendous expansion of development of renewable generating systems including solar, land-based and off-shore wind, geothermal, bioenergy, among other technologies. Over the past decade, due in part to favorable legislative and regulatory programs and incentives promoting the sustainable growth of the clean and renewable energy market, a robust Green economy has been created.

Most of the electric generation in the Northeast comes from fossil fuel (natural gas and fuel oil) and nuclear power facilities. A key implementation strategy to reduce our regional carbon footprint promoted by political leaders and government officials across most of the Northeast is legislation requiring suppliers of electricity (both local utilities and competitive suppliers) to purchase and supply an increasing percentage of electricity from renewable sources.

In New England, more than 16 percent of the total electricity sold to businesses, consumers, governments, healthcare facilities, educational institutions and others is generated from clean and renewable energy facilities.

Beacon helps clients identify clean and renewable energy solutions, including developing a strategic implementation

plan, soliciting and engaging qualified firms to develop and construct renewable energy facilities, monitoring performance of renewable energy facilities and account for the environmental attributes.

We believe that a sound strategy to optimize the benefits of distributed renewable energy facilities is based on balancing the economic, environmental and educational benefits produced by such clean and renewable energy solutions.

Energy Analysis and Utility Support

Understanding the energy markets in an increasingly changing environment is critical to the success of business growth. Beacon provides business planning, energy pricing and utility tariff review and analysis, and energy assessments to clients in support of their growth and development plans.

Our Company

Since 2004, Beacon has developed and managed the implementation of leading-edge energy solutions for public sector and businesses including energy efficiency improvements, demand response and management programs, performance contracting and commodity advisory and procurement strategies. Our clients have benefited from our proven experience by optimizing energy economics through infrastructure upgrades and procurement strategies. Beacon's principals have been involved in the energy services and solutions development arenas for over three decades.

Contact Information

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