



**Helping Colleges & Universities
conserve resources and renew
their buildings**

Go to class with us and learn how to take advantage of your untapped energy efficiency resources.

All around us, embedded in every building is a vast, untapped energy resource: efficiency. In the past this resource was hidden, ignored, or misunderstood by the companies sitting on the potential. We help our clients understand energy efficiency and take advantage of this potential. We provide a deep understanding of how their systems work, how people interact with them, and focus on improving performance. We are working hard to change simple energy efficiency into an intelligent optimization, which is something much more significant and powerful.

Navitas specializes in energy conservation and cost reduction strategies that improve a building's performance and aging infrastructure. The savings created are leveraged to fund the program implementation. Our results are guaranteed.

Navitas takes a holistic approach to evaluating and finding solutions to cover all aspects of how your buildings use energy. This includes energy supply, buildings & systems, facility operation, and human behavior. Our unique approach integrates building system improvements with energy management programs and monitoring building analytics to reduce energy costs and provide optimum building performance. The figure below shows the steps needed to become more energy efficient. As you can see each service provided has a role in reducing energy costs.



We work in collaboration with our clients to identify the issues they face and develop the best solutions for their unique circumstances. We focus on customizing facility solutions to cut waste, save money, and assure a comfortable building environment. We leverage our strategic planning and project management of energy efficiency programs to realize cost savings, achieve energy reduction goals, and address deferred maintenance—all at the same time.

This model enables our clients to maximize the value of infrastructure improvements while meeting their sustainability goals—all in a budget neutral manner.

Bringing these together in a comprehensive manner has helped our clients achieve 25-50% savings on utilities as well as additional operational & maintenance savings.



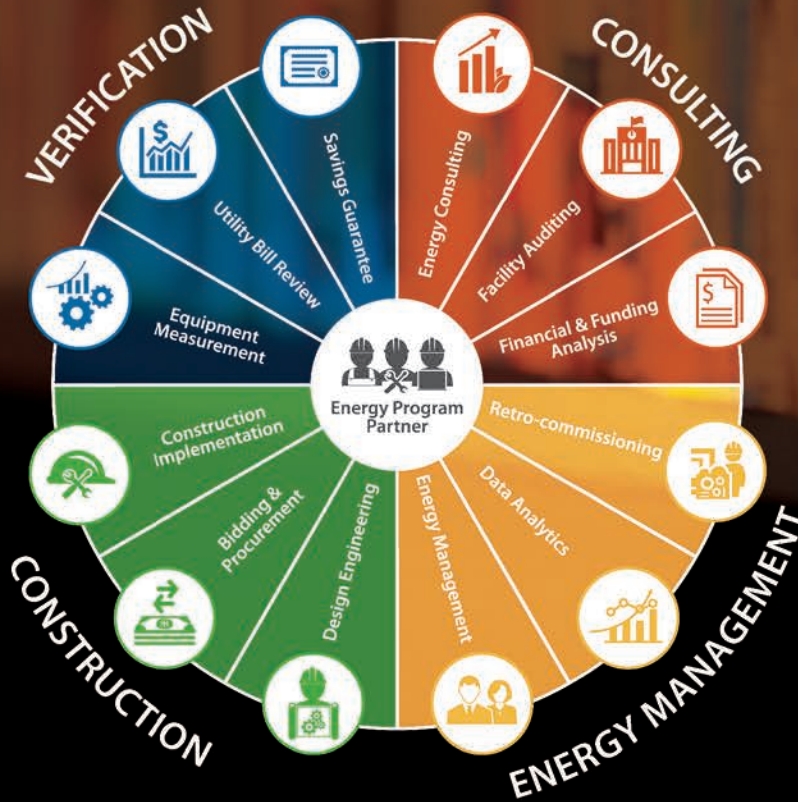
You will never have to wonder who is responsible for any aspect of your program. It will always be Navitas.

Program Management

Navitas designs, implements, and monitors your program to make it an easy-to-manage turnkey solution. We provide a comprehensive approach to guaranteed energy cost savings programs. By acting as your single point of contact for all program matters, we streamline efficiencies and create one source of accountability.

To provide this comprehensive service, we need the proper staff to manage all phases of the energy management plan. Our management plan involves four primary phases: consulting, energy management, construction, and savings verification.

The result is the ability to provide a savings guarantee to assure you are achieving the results you expect.



A horizontal bar at the bottom right of the page contains six icons in a row, each with a label above it:

- Program Management:** Icon of three people.
- Solution Development:** Icon of a bar chart with an upward arrow.
- Energy Management:** Icon of a gear and a person.
- Energy Construction:** Icon of a person wearing a hard hat.
- Energy Data Analytics:** Icon of a laptop displaying a bar chart.
- Verifying Savings:** Icon of a bar chart with a gear.

We believe a comprehensive approach to developing the solutions is critical to achieving the greatest value.

Solution Development

Many of our clients require a multi-stage, multi-faceted approach to achieve success. We find most higher education facilities have opportunities for savings, but some buildings are newer and have energy efficient equipment & systems already in place. In other cases, the buildings have equipment & systems that are past their useful life and are on the verge of failing.

We believe a comprehensive approach to developing the solution is critical to achieve the greatest value. Taking a closer look at the organization and the people that are impacted by any decision we make can provide great value in helping determine a final solution.

We find that a combination of organizational, behavioral, and operational changes, along with technological changes, are a formula for a successful plan.

We hold workshops to make sure that everyone involved has a chance to provide input about future goals, concerns, and potential solutions.



Program Management | **Solution Development** | Energy Management | Energy Construction | Energy Data Analytics | Verifying Savings | Guaranteeing Savings

Navitas can help you train your students and staff to be energy efficiency superstars.

Energy Management Program

It is our experience that the performance of an energy efficient building is tied closely to the habits and decisions of the people that use the buildings.

Institutions that have a conservation mindset and the knowledge of how to put a program in place consistently out perform those that do not make energy conservation a priority.

Navitas can help you develop a program that will provide significant energy savings without adversely impacting the learning environment or the comfort of the building occupants.

Our energy management programs include:

Strategic Energy Planning



This begins with senior leadership's commitment to change. We will help you develop and rollout a customized plan for your unique needs.

Energy Leadership



This should be a dedicated resource to lead, monitor, educate, and champion the on-going energy conservation efforts.

Education & Communication



This is done in a positive way to enact real change. Setting realistic expectations and incorporating strategies into your every day practices is important to creating a sustainable program.

Reward Behavior



Rewards can be used to encourage energy conservation behavior. We help you develop a rewards program that will promote energy conservation efforts through friendly competition.

Savings Verification



This is critical to understanding if the program achieved your goals. Using energy tracking software and building data analytics we continually monitor the results and report on how well your doing.

Guarantee



Navitas guarantees you will achieve the savings to fund your program.



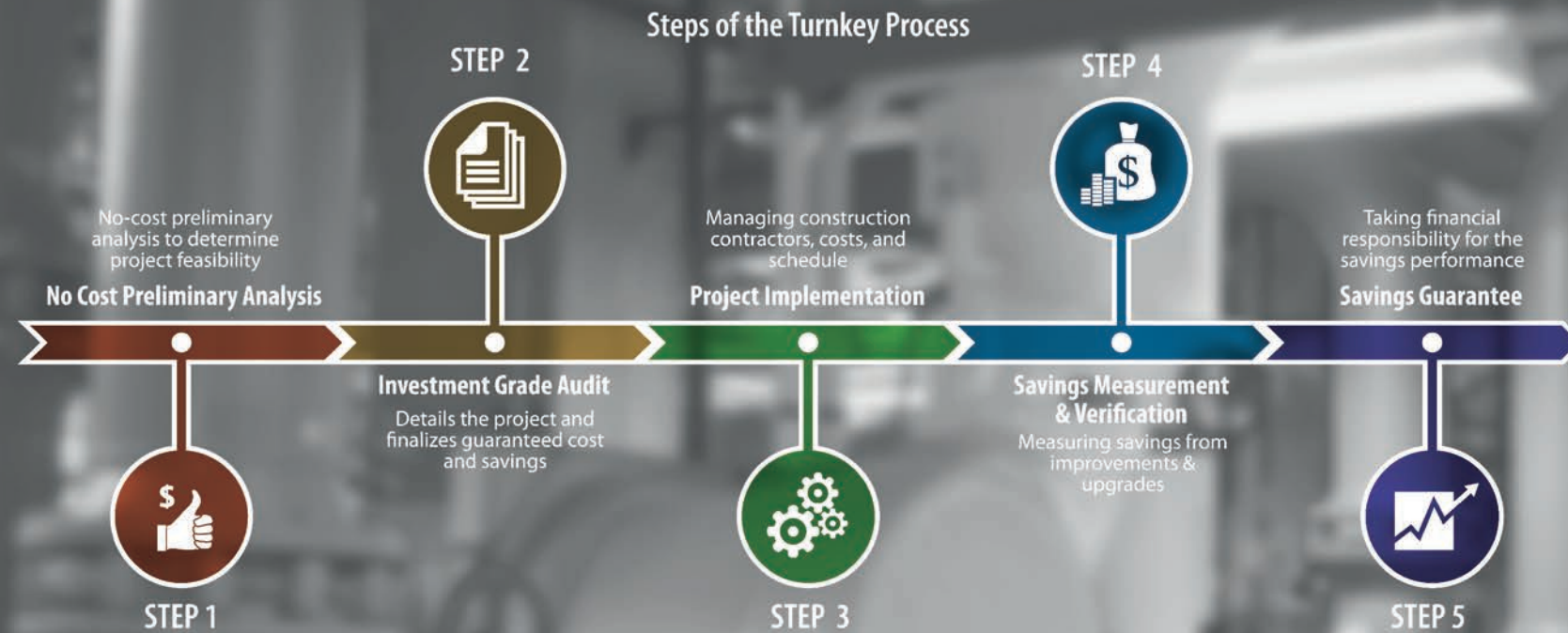
Energy Construction

Energy construction is completed through an Energy Performance Contract process. This is a form of contracting developed to overcome the major barriers of delivering cost-effective energy efficiency improvements. One of these barriers is funding these types of improvements. Our program can use savings to fund major energy efficient facility improvements.

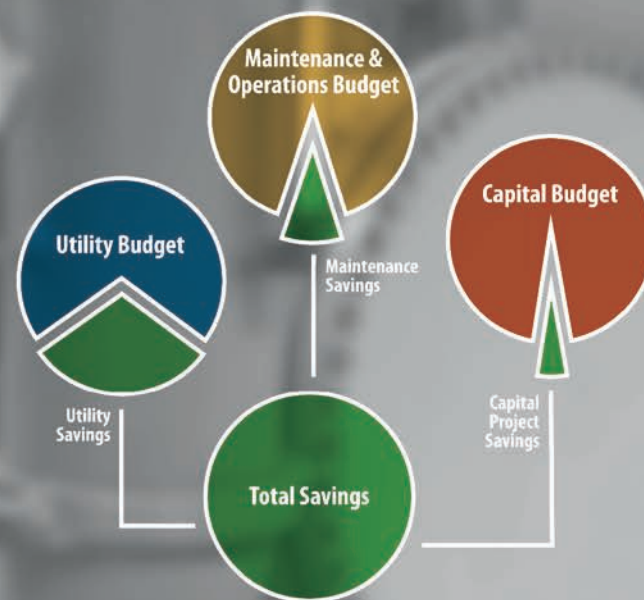
Navitas provides a turnkey solution that is easy-to-manage for our clients. Unlike traditional construction, we take on the performance risk by guaranteeing the savings. By acting as your single point of contact for all program matters, we streamline the process and create one source of accountability.

Our process includes a preliminary analysis to determine if a program is feasible and will provide value. It also includes an investment grade audit to develop and customize the program scope and design for any facility upgrades. The implementation cost, savings, and measurement & verification plan are defined up front, which allows you to make the best possible decisions.

Once the construction has been implemented we don't just walk away like in traditional construction. We are committed to the long-term effectiveness of the programs we put into place. We provide measurement & verification of savings and guarantee performance to ensure program effectiveness is achieved.



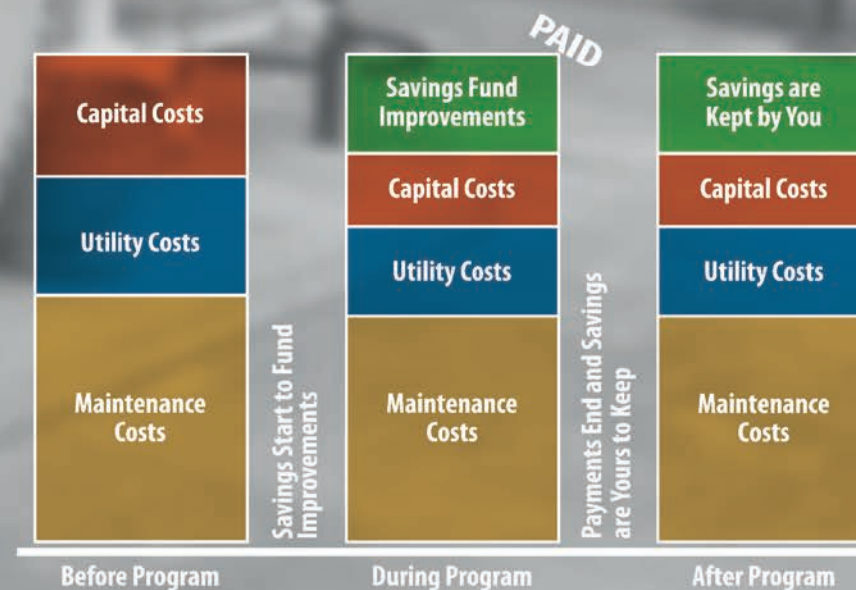
Types of Savings



Improvements Funded By Savings

The financial structure of our programs allow them to be funded out of the savings achieved over time. Most clients are looking to have real savings help them pay for a large part, or all, of the upgrades and services included in the program. Savings typically fall into one of three categories: utility savings, operations & maintenance savings, and capital cost avoidance savings.

Improvements Funded by Savings



- interior lighting
- exterior lighting
- occupancy sensors
- electrical systems
- heating & cooling systems
- boilers
- rooftop units
- air handlers
- unit ventilators
- fan coil units
- radiators
- heat pumps
- heat exchangers
- chillers
- cooling towers
- pumps
- variable speed drives
- thermal storage
- building envelope
- windows
- doors
- roofing
- tuck pointing

- low flow water fixtures
- plumbing
- weatherization
- radiators
- occupancy sensors
- building automation system
- control strategies
- night setback strategies
- demand controlled ventilation
- data analytics
- retro-commissioning
- life safety
- security systems
- maintenance strategies
- combined heat and power
- fuel switching
- power generation
- renewable energy
- cothermal
- solar energy
- wind energy
- power factor correction
- demand peak shaving
- utility incentives
- utility rebates
- utility rate changes
- low interest loans
- tax credits



Find what matters and allow the data to help drive the decisions. . . then prove performance

Energy and Building Data Analytics

We change simple energy efficiency into intelligent optimization, which is something more dynamic and valuable. Navitas and our energy professionals understand how to use information technology to take our solutions to the next level and prove performance.

Energy-efficient building operations are a vital consideration for building owners. Intelligent optimization of building systems through Monitoring-Based Commissioning and Data Analytics is a cutting-edge approach to improving building efficiency with very little cost. Navitas' Energy Data Analytics combines innovative fifteen-minute data collection technology with engineering expertise to maximize each building's savings potential.

The ongoing collection of data enables our team to better understand building operational trends and develop a more comprehensive range of optimization strategies. We view that data, in real-time through the Internet. We identify operational problems, inefficiencies, equipment faults, and incorrectly performing control sequences, then we fix them. The results are improved building awareness, reduced energy use, and lower operational costs. It also generates detailed information that can be used to prioritize maintenance, capital, and operational budgets.

We improve overall facility operations, provide greater occupant satisfaction, and improve financial performance of your facility assets.

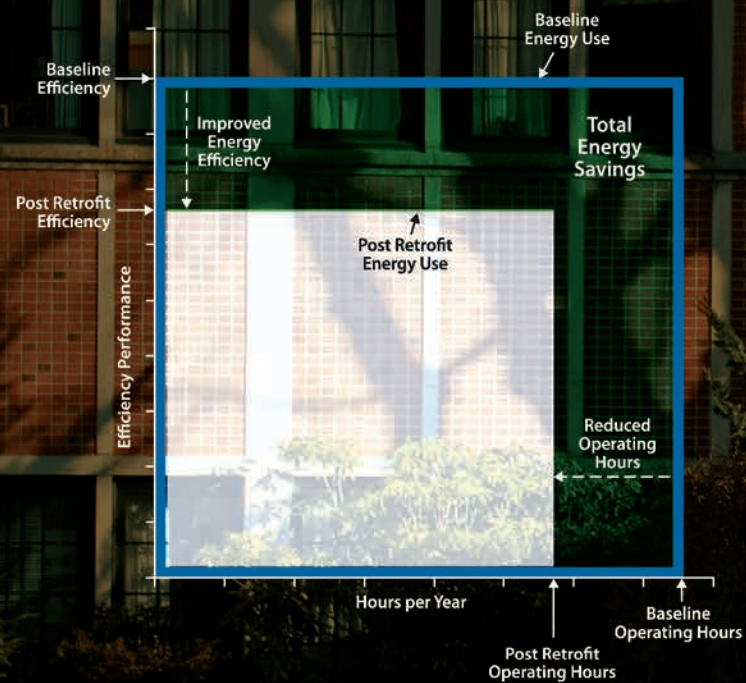


It's our goal to make sure our clients realize the maximum value our programs can provide them

Where Energy Savings Come From

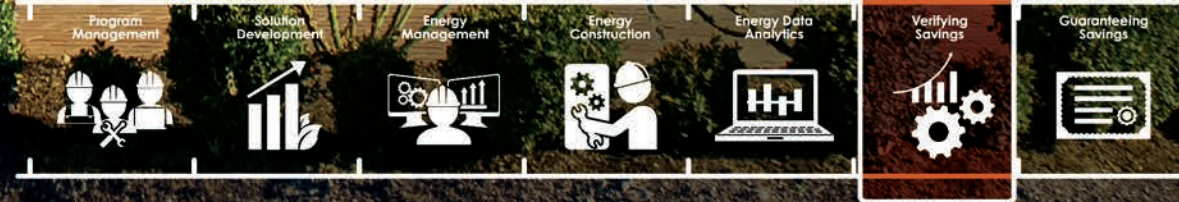
Learning how your building systems interact with the environment and people who use them will determine how energy savings is achieved. Improving system efficiencies in combination with modifying how these systems are utilized by people greatly reduces energy use. Education and awareness causes people to begin using them differently. These changes result in optimized building performance.

The area of the large blue outlined box below represents the total energy used in the average education facility. Improvements in both the efficiency performance of the equipment and reducing the number of hours the equipment operates leads to the reduced total energy use. This is represented as shown in the smaller white box.



$$\left[\begin{matrix} \text{equipment} \\ \text{efficiency} \end{matrix} \right] + \left[\begin{matrix} \text{better} \\ \text{operation} \end{matrix} \right] = \left[\text{savings} \right]$$

The difference between the two boxes (the green shaded area) represents energy savings. Typically we are able to save between 25% and 50%.



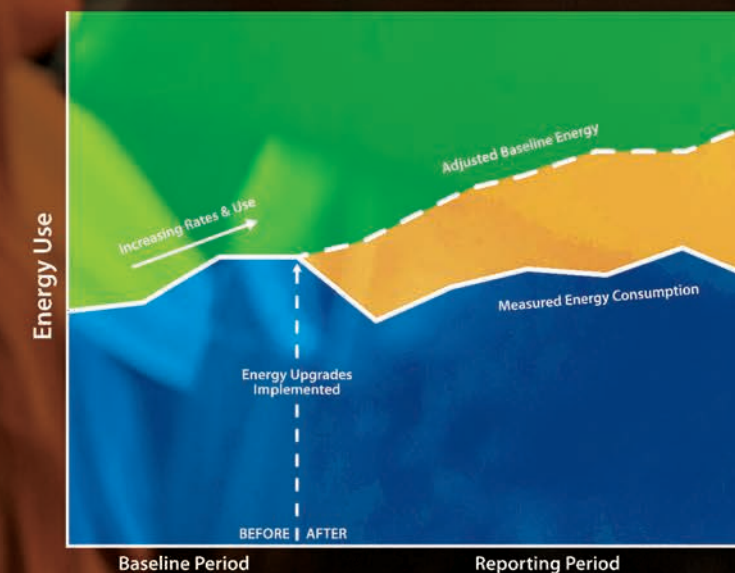
Our approach to verifying and guaranteeing energy savings gives our clients confidence that we are delivering on our promise . . . *real savings*

Verifying and Guaranteeing Energy Savings

When investing in energy management programs, clients want to know how much they have saved and how long their savings will persist. The accurate methodology prescribed by the International Performance Measurement and Verification Protocol (IPMVP) is an industry standard widely accepted by buyers, sellers and financiers of energy efficiency projects. The protocol was originally started by the Federal Energy Management Program and has been adapted to accept four different methods of verifying energy savings.

Navitas uses two of the methods to support our clients. We utilize the measurement of equipment efficiencies to support our guarantee of savings while we monitor monthly utility bills to verify results. Comparing energy savings requires a comparison of the new energy consumption to the consumption before the program is implemented. The "before" case is called the baseline period. The "after" case is referred to as the post-implementation or performance period. Proper determination of savings includes adjusting for the changes that affect energy use, but are not caused by the conservation strategies.

We work with our clients to develop a detailed method for guaranteeing and verifying the energy savings we project. We guarantee that you will achieve the savings or we will make up the difference.



Program Management	Solution Development	Energy Management	Energy Construction	Energy Data Analytics	Verifying Savings	Guaranteeing Savings

Navitas Key Team Members

Many on our team have been together for twenty years helping our clients successfully implement energy savings programs.

We join your team and you join ours. Your challenges become our challenges. Your success becomes our success.

Business Development
Manager



Director of Business
Development



Director of Engineering &
Construction



Lead Mechanical Engineer



Lead Electrical Engineer



Director of Commissioning



Senior Energy Engineer



Director of Optimization
Services



Project Manager





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