



Cadmus EARN

Fast and reliable savings for your commercial building portfolio with over 200% ROI

Kick-start your energy initiatives and optimize your building portfolio with **Cadmus EARN, or Energy Audit Returns Now**, a new scalable, rapid-deployment energy audit that allows you to act on findings with little delay and minimal effort.

- Cadmus helped the U.S. General Services Administration reduce annual electric use in one building by 15% in nine months, and in another building by 30% in 12 months.
- Cadmus worked with a Fortune 500 firm to identify and implement control strategies that save more than \$500,000 in annual energy costs across multiple facilities in its portfolio.

Unmatched Business Case

The numbers prove Cadmus EARN's exceptional business case, as demonstrated for a variety of buildings to date¹:

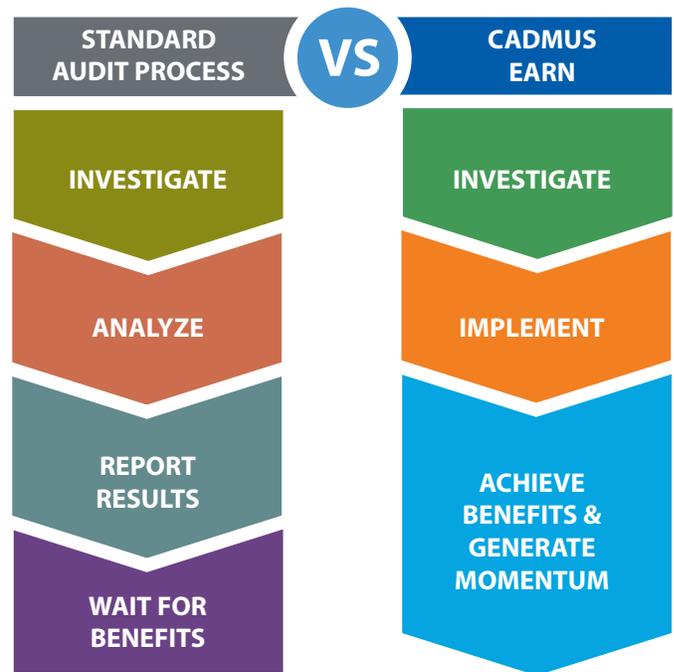
Typical Electricity Savings Per Year	
Total building (350,000 sq. ft.)	\$100,000
Per square foot	\$0.28 / sq. ft.
ROI (at very low risk)	> 200%
Increased asset value (5% cap rate)	\$5.60 / sq. ft.
Payback time	< 2 months

Using Cadmus EARN, we immediately help you discover, define, and implement no-cost, easy-to-use operational improvements in your buildings according to proven, reliable industry best practices. These improvements are so basic and so commonly needed that they require **no feasibility analysis or capital funds**, only a small amount of time and diligence. The outcome is **persistent improved building portfolio performance** that immediately accrues to your bottom line.

How has Cadmus delivered these results when other methods leave clients languishing for years as recommendations gather dust on the shelves?

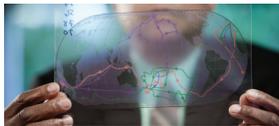
A New Twist on an Old Idea

Energy audits, or energy assessments, are essential to understand the smartest ways to save energy in commercial buildings. ASHRAE and other organizations publish guidelines that define three separate kinds of energy audit based on the level of investigative effort: Level 1 (walk-through), Level 2 (detailed), and Level 3 (investment-grade). Higher-level audits produce higher-confidence results, but at higher cost. Cadmus EARN is a new action-oriented variant of a Level 1, walk-through energy audit.



By optimizing your organization's existing resources, Cadmus helps you quickly implement changes and get results. Unlike traditional energy performance contracting, Cadmus EARN focuses on fast and easy operational improvements rather than slow and difficult major equipment replacements. No capital expense, no borrowing, no procurement process, and no long-term commitment means no lag time or shared savings: all benefits to your balance sheet, and all starting right away.

¹With an average size of 350,000 square feet.



How We Help You

Cadmus EARN achieves immediate, substantial energy and cost savings for building portfolios with **zero capital investment and zero occupant disruption**.

We achieve these remarkable outcomes by placing priority on rock-solid fundamentals often overlooked in modern, fast-paced, multitasking work settings. Put simply, we focus first and foremost on purely operational improvements to deliver savings quickly, easily, and cheaply. We leverage your existing building automation systems, smart meter data histories, site inspections, and direct field measurements to generate actionable results within weeks to months, not years.

Our approach is client-focused and customizable. We tailor our well-proven general methods to your specific needs in the following ways:

- We begin either remotely, if robust smart metering is already in place, or in person with an on-site walk-through by a Cadmus specialist.
- We propose the most facility-appropriate solutions at the beginning, immediately enhancing your effectiveness, efficiency, and productivity.
- We include simple, very low-cost equipment upgrades funded out of your annual operations and manage-

ment budget, such as automatic light controls or room thermostats.

- We include a list of additional, longer-payback savings strategies for your further consideration.

Starting with a proof-of-concept trial in a handful of your buildings, we adapt this approach to your circumstances, then scale up the savings to your entire portfolio. Our services don't end when we leave your building – we also deliver implementation tools and on-demand, Web-based training sessions that empower your staff to take charge of building performance.

As we help you improve, we explain the changes and their benefits to both your building staff and your vendors, vastly increasing the likelihood the savings will persist over time. A natural outcome is that we “teach you how to fish,” improving your business practices and reducing your need for our help in the future.

High Value for Your Portfolio

Cadmus EARN is cost-effective and price-competitive: you can enjoy immediate results in a typical commercial office portfolio for \$8,000 to \$12,500 per building, depending on portfolio size, individual property size, equipment complexity, and capabilities of your current building staff.

Cadmus EARN Cost Per Building (One-Time)

1 - 5 buildings	\$11,000 - \$12,500
6 - 20 buildings	\$9,000 - \$11,000
21 + buildings	\$8,000 - \$9,000

Who Are Our Clients?

- U.S. General Services Administration
- Jones Lang LaSalle
- Cushman & Wakefield
- Forest City
- U.S. Environmental Protection Agency
- Google
- Zappos!
- Symantec
- Blue Cross Blue Shield
- State of California, Department of General Services

Contact

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To learn more about Cadmus' high performance building services, visit: www.cadmusgroup.com/hpb

About Cadmus

Cadmus is an employee-owned consultancy committed to helping our clients address complex challenges by applying diverse skills and experiences in a highly collaborative environment. By assisting our clients in achieving their goals, we create social and economic value today and for future generations. Founded in 1983, we leverage exceptional expertise across a staff of more than 400 professionals in the physical and life sciences, engineering, social sciences, strategic communication, architecture and design, law, policy analysis, and the liberal arts who provide an array of services in the United States and abroad. See more at www.cadmusgroup.com.