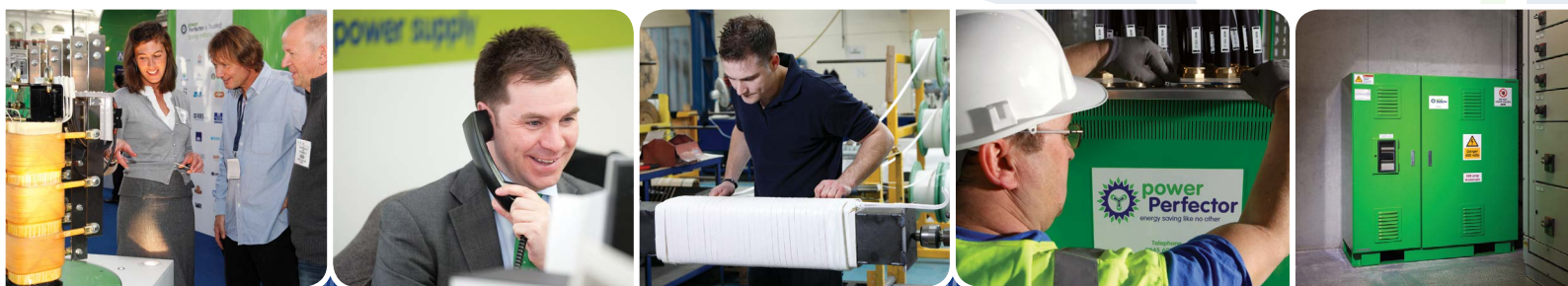


Client Testimonials

...don't just take our word for it

powerPerfector technologies from **iESCo**, *The Intelligent Energy Saving Company*



Unrivalled reliability record Unrivalled reliability record Unrivalled reliability record Unrivalled reliability record
 energy & carbon savings Delivering cost, energy & carbon savings Delivering cost, energy & carbon savings
 power quality Improving power quality Improving power quality Improving power quality
 technology protecting your supply Unique technology protecting your supply Unique technology protecting your supply
 Unrivalled reliability record Unrivalled reliability record Unrivalled reliability record Unrivalled reliability record
 energy & carbon savings Delivering cost, energy & carbon savings Delivering cost, energy & carbon savings
 power quality Improving power quality Improving power quality Improving power quality

Our history



- 2000 — First of 1,500 Tesco installations at a store in Thornton-Cleveleys
- 2001 — Technology confirmed unique after 11.5% energy savings
- 2004 — **powerPerfector** incorporated at Companies House
- 2005 — First major tender sees Land Registry buy 20 units
- 2008 — Launched second product, the **powerPerfector Plus**
- 2010 — VPO® named 'Low Carbon Product of the Year'
- 2011 — Acquired the global rights to VPO® technology
- 2012 — Manufacturing begins in the UK
- 2013 — Second generation **powerPerfector Plus** launched
- 2013 — Remote control for **powerPerfector Plus**
- 2014 — Increased investment in R&D
- 2015 — Renamed to iESCo. The trusted **powerPerfector** product & brand remains
- 2016 — Security and power conditioning become key market requirements

powerPerfector technologies
intelligent energy saving...

- “...a more efficient, robust and reliable electrical supply”
- “...a key part of our Carbon Management Programme”
- “...a principal technology in our energy efficiency strategy”
- “I want to urge you to get one”
- “VPO® has an unblemished reliability in its thousands of installs”
- “...a critical part of our energy reduction strategy”
- “You don't need to know how it works. All you need to know is it worked for us.”



Download this document at www.iESCo.co.uk

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iESCO

iESCO is the provider of the UK's only Voltage Power Optimisation technology, **powerPerfactor**.

The embedded power conditioning benefits make iESCO's VPO® unique, increasing business security and cost and carbon savings.

Our client testimonials illustrate our market leading position.

powerPerfactor at a glance...

- Improved site operating conditions (**increased savings**)
- Protection of electrical infrastructure from poor power quality and common voltage spikes (**increased protection**)
- Improved balance of the 3-phase supply to the load (**increased savings**)
- Reduced maintenance costs (**increased savings**)
- Releases capacity on the incoming supply and circuit breakers (**growth potential**)
- Attenuates harmonics to reduce transformer losses and wasteful neutral currents (**increased savings**)
- Improved power factor (**increased savings**)
- Reduced reactive power and maximum demands (**increased savings**)
- Risk-free technology (**increased site security**)

Since its introduction into the UK, **powerPerfactor** technology has helped its clients achieve massive combined savings in excess of...

TOTAL Client Savings*

kWh: 3,295,000,000+
CO₂kg: 1,800,000,000+
£: 275,000,000+

*Savings correct as of 17 March 2016.

Independent Experts



FT.com

"If companies can find ways of meeting tighter targets on energy usage, and at the same time save money on their own power bills, they could be forgiven for thinking that they have indeed discovered that elusive green grail."



EA Technology

EA Technology independently analysed **powerPerfector** technology when it was first brought to the UK in 2000. From their investigation, it was clear that **powerPerfector** was distinctly different to conventional transformer technology.

"[We] have come across autotransformers for energy saving, however by comparison the low losses and additional features make the **powerPerfector** unit unique."

Russell Benstead, Senior Test Engineer



Jonathon Porritt CBE

"When it comes to saving money and reducing emissions of CO₂ some things are easy and some things are hard. **powerPerfector** fits in the easy category, and the only question companies have to answer is this: why won't this technology help my company – right now?"

Jonathon Porritt CBE, Founder Director of Forum for the Future

Awards and recognition



Charities



Royal London Society for the Blind

"**powerPerfector** and their contractors have, from initial approach to completion of works, been very easy to deal with and keen to offer a high quality service. They have delivered the results promised (a circa 11% drop in electrical energy used) and have greatly helped the Royal London Society for the Blind in its endeavours to reduce its carbon footprint."

Eric Greagsby, Facilities Manager



RSPB

"I'm pleased to say the results from the initial 3-month review have been extremely encouraging and in line with the projections made by **powerPerfector**. The Society will make every effort to further reduce its energy but the **powerPerfector** voltage optimiser will certainly be considered for other sites with suitable electrical demand profiles."

David Waller, Head of Central Services

Case Study



RSPB, Vane Farm Reserve

The RSPB is the largest wildlife conservation organisation in Europe with over 1,000,000 members, over 13,500 volunteers, 1,300 staff and more than 200

nature reserves. One of the sites run by the RSPB is the Vane Farm Reserve, part of the Loch Leven National Nature Reserve.

The electricity consumption at RSPB Vane Farm Reserve has been 10% lower than the expected levels since the installation of the **powerPerfector**. This level of kWh reduction equates to annual carbon dioxide emissions saving of approximately 5,680kg and an annual financial saving of over £1,074.

Information

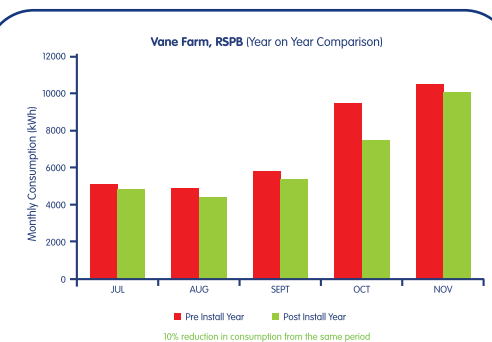
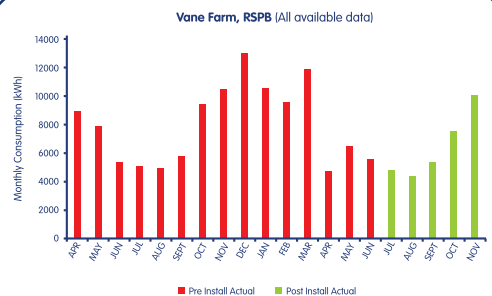
kWh Avg: 10%

Annual CO₂kg*: 5,680

Annual cost saving*: 1,074

ROI: 62%*

*Projected





University of Surrey

"The integration of the **powerPerfector**, into what is a complex and demanding facility, went absolutely seamlessly. We've experienced no problems with any electrical or electronic system following the reduction in voltage and we are reporting significant savings in-line with predicted levels. This was our first Voltage Optimisation project, the intention now is to roll this equipment out into the nine substations on the main University campus. An 11% saving across our main campus consumption profile would represent a saving of around £250,000 per annum."

Dale Meadows, Energy Engineer Estates & Facilities Management



International Students House London

"We are very pleased with the results and the value for money represented by this investment. We found the staff of **powerPerfector** helpful and knowledgeable and we would certainly recommend that other institutions in the higher education field consider the possibility of reducing energy costs by using this approach."

Peter Anwyl, Executive Director



Roehampton University

"We're delighted with the performance of our 5 **powerPerfector's** which have resulted in a 10% reduction in our electricity bills since installation, with a payback period of less than 3.5 years. The whole installation process was efficiently managed resulting in minimal disruption to services and there have been no subsequent problems."

Jonathan Horner, Environmental Manager



York College

"York College is pleased to benefit from the savings gained from the installation of the **powerPerfector** units. The financial and environmental rewards endorse our policy on energy management."

Ian Fawcett, Building Services Coordinator



Greenhead College

"Greenhead College made the decision to install a voltage optimiser in order to make our use of electricity more effective and reduce energy bills and CO₂ emissions. Dealing with **powerPerfector** was straight forward and a proposal and projection of savings was soon received after the initial enquiry. The installation of the unit went without any problems and the college soon found that savings of 9.5% of electricity costs were being made. A recent post installation report from **powerPerfector** also predicted an annual saving of 28 tonnes of CO₂ emissions. The College has suffered no detrimental effects as a result of the installation and I would recommend the installation of a **powerPerfector** unit without hesitation."

John Blake, College Business Manager

Grimsby Institute

"The **powerPerfector** technology will now be strongly considered for our programme of new builds, which forms part of North East Lincolnshire Council's wider regeneration strategy."

Nigel Hollington, Director of Facilities Management

Flegg High School

"Overall I would like to comment on how well the whole process went and how happy the school is now that the equipment is up and performing to your predictions. Also how you personally have helped and guided me during this time, it was always a pleasure."

Peter Stockwell, Site Manager

The University of Northampton

"As part of the funding that the University received via the HEFCE/Salix Finance Revolving Green Fund we installed **powerPerfector** at our Avenue Campus. As the installation was completed over one day at the weekend this caused minimal disruption to staff and students. The **powerPerfector** has not required any ongoing maintenance and has been sitting there generating the savings since it was installed. Both of these facts have made it a very easy energy efficiency project to implement. **powerPerfector** and their measurement and verification provider EEVS Insight Ltd. also provided comprehensive reporting to confirm the level of savings that has been achieved, which backs-up our own measurements. This has been a successful project that has made a significant contribution to our Carbon Reduction targets."

Paul R. Taylor, Sustainability Manager

Stoke Damerel Community College

"We are extremely pleased with the results of the **powerPerfector** installation - a reduction in our consumption of 9.8%. This means a saving in carbon emissions of over 38,000kg of CO₂ together with a saving of about £7,000 per year. Our investment in the **powerPerfector** will be repaid within just over 3 years due the financial savings. I would therefore recommend considering **powerPerfector** to any organisation that is serious about reducing carbon emissions and making financial savings."

Claire L. Burnard, Business Manager

The University of Liverpool

"**powerPerfector** have installed 14 separate systems at the University over the past 12 months. We decided to go for the **powerPerfector Plus** as this provides essential flexibility, as we run our own complex HV/LV network and need to return to 'normal' mains voltage from time to time.

The installations were carried out professionally, within costs and time-scales and we now have the benefit of power/carbon reduction averaging 8.2% to date."

Tom Mealey, Senior Electrical Engineer



Rhyl High School

"The first unit in an initial rollout of VPO technology across five sites is delivering savings above that which **powerPerfector** predicted. It's reassuring to have EEVS Insight Ltd. establish the savings achieved using IPMVP, as this independent verification means that the reports outcome is unbiased, highly valid and auditable. When comparing **powerPerfector's** technology and service with others in the voltage management market, you're not comparing apples with apples, but apples with pears. The installation was carried during the early hours of the morning in a very professionally manner and consequently there was no disruption to the site."

Robert J Jones, Principal Energy Manager



Rhondda Cynon Taf County Borough Council

"Treorchy was our first **powerPerfector** installation. If this is the saving we can expect from the units, it can only be to our benefit for carbon saving within the Carbon Reduction Commitment."

Gerald Israel, Energy Manager



Netherhall House – Part of Netherhall Educational Association

"From the beginning, the staff in the sales department were very helpful. We had a meeting and a presentation and went through all the technical and financial aspects of it. We were even helped to apply for a Carbon Trust loan to finance part of the cost."

As a student accommodation provider, we saw the installation as a critical part of the process. However, it went smoothly and we only had a 5 hours electricity shutdown. 6 months later, we are already seeing our money's worth and doing our bit to reduce carbon emissions."

Alvaro Tintore, Secretary



Worksop College

"Throughout the whole process from initial contact to final completion of the installation, all the staff from **powerPerfector** were there to ensure the equipment was installed correctly and within a pre-agreed timeframe to keep disruption to the College to an absolute minimum."

Now the system has been installed **powerPerfector** are working with our energy suppliers to validate the data provided from the outset to demonstrate our savings and potential future benefits of the system. We anticipate making savings in the region of 8 -9% per annum."

Mike Myers, Property Service Manager

“These new measures appealed, not only because of the significant reduction to our electricity bills but the power quality benefits that would help secure supply to the building.”

Martyn Wade, National Library of Scotland



"We are always looking at opportunities to improve the efficiency of our building, reduce energy consumption and minimise our carbon emissions. Installing VPO by **powerPerfector** has definitely improved our green credentials. We are looking forward to taking advantage of its long term benefits."

Andrew Morley, Business Manager

Case Study



University of Roehampton, London

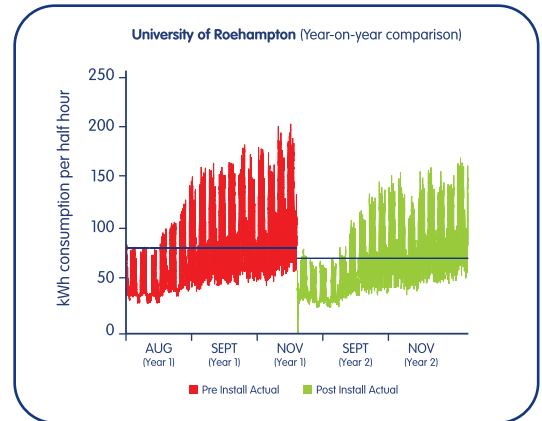
Over 300 **powerPerfector** units have been installed within the education sector. Roehampton University is a campus University situated on three major sites across south west London. Today the University has a broad range of expertise across the arts and humanities, social sciences and the human and life sciences, at the same time as maintaining its historic strength in education. The University utilised Salix funding to install VPO® across its multi-campus site.

"We're delighted with the performance of our five **powerPerfectors** which have resulted in a 10% reduction in our electricity bills since installation, with a payback period of less than 3.5 years. The whole installation process was efficiently managed resulting in minimal disruption to services."

Jonathan Horner, Environmental Manager.

Information

Unit:	70kVA - 830kVA
Optimisation:	7 - 10%
kWh Savings:	10%
£ Savings p.a:	67,800
CO ₂ kg Savings p.a:	347,200



Emergency Services



Bedfordshire & Luton Fire & Rescue Service

"We have an Environmental Strategy in place and we are working on a policy to implement the strategy. The policy will contain stretch targets for energy reductions leading to an overall reduction in our carbon footprint."

The **powerPerfector** has already contributed towards a significant reduction in our carbon footprint and will continue to do so into the future."

Jon Roberts, Special Projects Officer, Area Commander



Surrey Police

"My responsibility within Surrey Police includes investigating and installing technologies that reduce consumption and carbon, thus lowering our overheads to protect frontline services. **powerPerfector** was a no brainer and has reduced our costs instantly, as well as significantly improving the quality of power at those sites."

Eunice Mabey, Environment & Energy Manager



Merseyside Fire & Rescue Service

"The savings made from the new measures will more than meet the cost of the installation and it will see a large return on investment. This will be invested in further energy reduction projects. This will contribute significantly to our 30% carbon reduction target across the fire service, creating a greener and more energy efficient organisation."

We are proud to be reducing our emissions and I hope more organisations and businesses follow our example."

Simon Mansfield, MF&RS Energy and Environmental Manager



Greater Manchester Fire and Rescue Service

"As a large energy consumer we have a responsibility to our region to minimise our impact on the environment. By procuring sustainably and working with companies such as **powerPerfector** we hope to meet and exceed our carbon targets. The VPO units will provide valuable protection for our critical sites while the financial savings help protect our budgets."

The guarantee provided security when choosing VPO as a solution and following through with the guarantee attests to the integrity of the company."

Adam Hebden, Corporate Environmental Manager



Greater Manchester Police

"GMP were working to a tight schedule... **powerPerfector** provided a firm delivery date..."

This date remained accurate from its communication to the units delivery. Delivery of the main batch took place via a well organised multi-drop route to 17 different electrical switch rooms across Greater Manchester."

Robert Hayes, Sustainability Manager

Case Study



GREATER MANCHESTER
FIRE AND RESCUE SERVICE

Greater Manchester Fire and Rescue Service

Greater Manchester Fire and Rescue Service is saving 328,700 kWh per annum following the installation of eleven **powerPerfector** VPO® units. This is equivalent to £32,000 and 179,000 kg of CO₂ emissions.

"As a large energy consumer we have a responsibility to our region to minimise our impact on the environment. By procuring sustainably and working with companies such as **iESCo** we hope to meet and exceed our carbon targets. The VPO® units will provide valuable protection for our critical sites while the financial savings help protect our budgets. The guarantee provided security

when choosing VPO® as a solution and following through with the guarantee attests to the integrity of the company."

Adam Hebden, Corporate Environmental Manager.

Information

kWh:	328,700
CO ₂ kg:	179,000
Cost saving:	32,000
NOx kg:	372



Environment & Utilities



EDF

"VPO technology has an unblemished reliability in its many thousands of installations over 16 years and we're pleased to offer our customers yet another way of helping them to manage their energy more efficiently – and reduce their bills."

Laurent Mineau, Manager of B2B Energy Services

"EDF Energy has tested multiple technologies and following two years in which **powerPerfactor** VPO has been proven to be both effective and reliable, they have chosen to sign an exclusive agreement to provide their business customers with VPO technology."

Angus Robertson, Director of International Sales, **iESCO**



Specific Heat

"There was a healthy debate and some scepticism from our electrical staff regarding the technology but after looking into the principles involved we were happy to proceed with the installation of a **powerPerfactor**."

We already had our own electricity sub-meters installed and these enable us to compare any changes with historical data. The initial results are very good and we are now realising savings of around 15% in our electrical consumption. Our sub-metering also allowed us to examine, to a certain extent, where the savings are taking place. It was apparent that our equipment with a magnetic cores, such as sodium lighting ballasts and motors were working more economically and producing the greatest savings. The only noticeable change to occur operationally was to the high bay metal halide lights in our Sheetmetal Fabrication Unit. The colour rendering changed from slightly yellow to a more pleasing white. These lights are now operating correctly as designed and we have received no complaints from our fabrication staff. We are now looking at installing another **powerPerfactor** in our Shopfitting Manufacturing Unit."

Jason Hall, Energy Manager



Anglian Water

"**iESCO** were extremely helpful and knowledgeable during the initial feasibility, unit installation and finally in the benefit identification and review. We have since installed two further units at our offices and labs and are in the process of exploring the exploitation potential for the wider business."

Phil Buckingham, Energy Innovation Technologist

Case Study

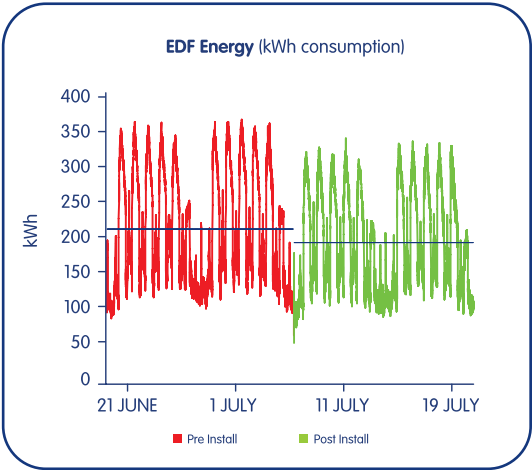


EDF
EDF Energy is Britain’s largest producer of low carbon electricity. Over the last two years our unique Voltage Power Optimisation technology has been installed at multiple EDF Energy sites, proving itself to be extremely effective and reliable. Following evaluation of the savings achieved, EDF Energy has now signed an exclusive agreement with **powerPerfector** to provide its business customers with VPO® technology.

“VPO® technology has an unblemished reliability in its many thousands of installations over 16 years and we’re pleased to offer our customers yet another way of helping them to manage their energy more efficiently – and reduce their bills.” Laurent Mineau, Manager of B2B Energy Services.

Information

Unit: 50kVA - 1MVA
Optimisation: 4 - 12%
kWh Savings: 7%
£ Savings p.a: 115,000
CO₂kg Savings p.a: 594,000



Financial Services



AXA UK

"We have recently installed two **powerPerfector** units into the two main electrical supplies to Suffolk House Extension and they are now delivering tangible results on electrical energy savings; these units form a key part of AXA's Carbon Management Programme. Following the initial energy savings survey we are now looking to install further units into other key strategic AXA sites. Together with the many other energy saving initiatives the installation of these units are helping AXA in reducing its Carbon Reduction Commitment requirements."

David Hearn, Technical Manager



Experian

"We at Experian are committed to achieving continuous improvement in environmental performance. Our **powerPerfector** VPO installations are helping us to minimise the environmental impacts of current activities and therefore fulfil our Environmental Policy. Furthermore, the units are paying for themselves quickly through the savings achieved and the guaranteed Return on Investment ensures that there was very little risk involved on our part."

Tom Farr, Group Building Services Manager

Case Study



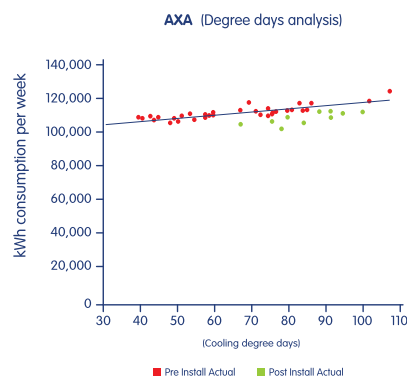
AXA

Many financial institutions choose **powerPerfector** because of its unblemished reliability record and ability to reduce risk within an organisation. 96 million clients worldwide trust AXA to insure their property, provide health and personal protection and manage their personal or corporate assets. As part of AXA's continued commitment to carbon reduction two **powerPerfector** units were installed at Suffolk House. AXA had already implemented a number of energy efficiency measures across the site and were surprised and delighted to learn that the installation led to a 6% saving in kWh and CO₂.

"...they are now delivering tangible results on electrical energy savings; these units form a key part of AXA's Carbon Management Programme." David Hearn, Technical Manager.

Information

Unit:	2 x 1MVA
Optimisation:	7%
kWh Savings:	6%
£ Savings p.a:	25,800
CO ₂ kg Savings p.a:	184,000



Government Bodies



Defra CEFAS

"The electrical supplies at CEFAS sites are critical to the running of short term and long term research which informs government policy as well as helping to create a more sustainable future for fishing communities nationwide. The protection afforded by the **powerPerfector** is of definite value to sites with critical operations such as Lowestoft."

Ian Spencer, Project Director, Interserve Support Services Ltd.



The National Archives

"We are committed to cutting our energy use without putting our unique and irreplaceable historical records at risk – maintaining appropriate environmental conditions in our repositories is essential for ensuring the long-term survival of our collection. At the same time, we need to make sure that our records stay accessible to the public. Voltage Optimisation is a very important part of our ongoing strategies to conserve energy."

Mark Sullivan, Estates and Facilities Manager (Operations)



Land Registry

"Following the extremely successful and problem free installation of **powerPerfector** at 20 Land Registry buildings, I recently conducted a review of maintenance requirements to date and I am pleased to confirm that we still have not required any maintenance of the equipment and all sites are still able to demonstrate the significant impact the installation of this equipment has had in assisting the reduction in electricity consumption."

"Whilst **iESCo** will enable us to reduce our electricity costs by 13%, the most significant benefit comes from protecting our electronic infrastructure and assets. Land Registry holds the world's largest property database and guarantees ownership of £1300 billion of property – data is our business and data protection is critical to our efficient operation."

Martin Illingworth, Environment Manager



Department for Culture, Media & Sport

"The weekend involved a full shutdown of the electrical services in conjunction with EDF Energy. All works were completed on time and with the minimum of disruptions to all other works that were carried out on the main switchgear. All systems installed are operating efficiently and we have no reported operational problems."

Mike Smith, Regional Technical Manager, MITIE Engineering Maintenance

“The performance guarantee meant no risk on our part and I would recommend the system to anyone.”

Jim Vincent, Westminster Abbey





Ofgem

"Other benefits contribute to creating a more efficient, robust and reliable electrical supply for the site, and provide further financial benefits on top of the reduced energy costs. We were suffering from voltage spikes (transients) which on numerous occasions damaged the lift controls causing them to stop operating. In the 1.5 years following the **powerPerfector** installation there has been no repeat of the issue. We are told that spikes are on the increase due to more switching on the grid so this level of protection is extremely valuable." (June 2010)

Kim Pivett, Head of Building Services



HM Prison Service

"We are delighted that the predicted savings of 13% were exceeded (to 16%) giving annual savings in excess of £15,000 and reducing carbon emissions by over 125,000kg. Given the importance of security of supply at this critical site, we can report that the installation was professionally conducted and the working of the site has been perfect. In light of the success of the **powerPerfector** we are looking to install units in our other sites around the region. For us **powerPerfector** has been the single most effective energy efficiency measure we have introduced."

Christopher Silcox, Estates Management Group



Defra

"The Voltage Optimisation project is delivering tangible results which will help DEFRA meet its SOGE targets. Our data and case studies will be made available to all other government departments through our website, in order to share good practice and any lessons learned. It has been such a successful pilot that BEST have gone back to the Management Board and sought (and received) approval for a further £1.8 million to roll out the technology across the Estate."

"We are already delighted with the savings delivered (more than 150,000kWh and over 17,000kg of Carbon) and are planning to accelerate installation of **powerPerfector** throughout our estate."

Anita Collier, Head of Built Environment Sustainability Team



Department of Energy & Climate Change

"The **powerPerfector** at 3 Whitehall Place is a critical part of our energy reduction strategy, and has helped us to maximise our efficiency and reduce our carbon emissions."

Jenny McInnes, Building DECC Team



Environment Agency

"We are delighted with the financial and carbon savings we are seeing from the roll out of VPO across our estate. The technology has proved robust and reliable."

Julian Feasby, Head of Internal Environmental Management



Department of Energy & Climate Change

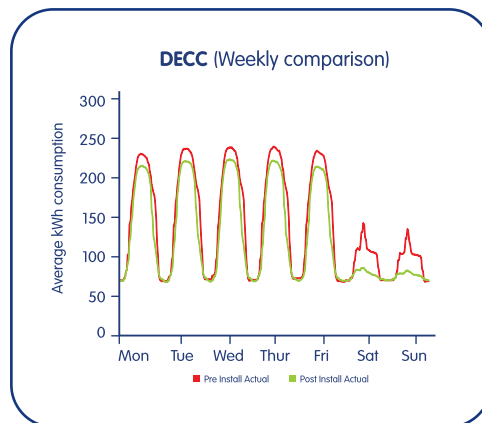
Department of Energy & Climate Change, Whitehall Place

One of 16 **powerPerfected** government agencies, the Department of Energy & Climate Change (DECC) is responsible for all aspects of UK energy policy and for tackling global climate change. Its objectives are to bring about the transition to a low carbon Britain and to make energy secure, affordable and efficient. With energy efficiency at the forefront of DECC's policies for tackling climate change, it was essential for them to find a real solution with quantifiable results - Voltage Power Optimisation from **powerPerfector**.

"The **powerPerfector** at 3 Whitehall Place is a critical part of our energy reduction strategy, and has helped us to maximise our efficiency and reduce our carbon emissions." Jenny McInnes, Building Team.

Information

Unit:	1MVA
Optimisation:	8%
kWh Savings:	11%
£ Savings p.a:	19,000
CO ₂ kg Savings p.a:	136,500



Defra, Nobel House

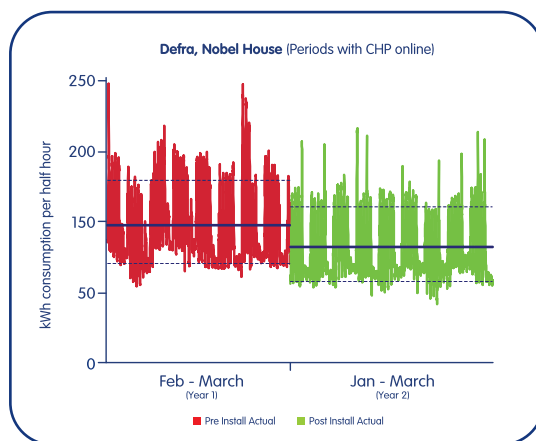
In 2005, a major refurbishment of Nobel House – Defra's London headquarters – led to its recognition as one of the most sustainable office buildings in Europe. To build on this impressive record they turned to a technology that affords them fixed, guaranteed savings from the moment of installation – **powerPerfector**. Nobel house is the winner of the Sustainable Building of the Year, from the RICS (Royal Institute of Chartered Surveyors), and has achieved the highest ever BREEAM (Building Research Establishment's Environmental

Assessment Method) for a building of its type.

Since 2007, all 32 buildings in Defra's estate have been **powerPerfected**. "...delivering tangible results which will help Defra meet its SOGE targets." Anita Collier, Head of Built Environment.

Information

Unit:	2 x 560kVA
Optimisation:	8%
kWh Savings:	13.3%
kWh Savings p.a:	228,000
CO ₂ kg Savings p.a:	28,3000







Calderstones NHS Trust

"Achieving the Government's carbon emissions target for the NHS will prove an extreme challenge for us. Initial assessment of the savings realised from **iESCO's** VPO is proving far better value for money than many other options we are looking at and is making a worthwhile contribution to the reduction of our carbon footprint. Good bang for the buck and easy to install. We are now considering installations for our other properties."

Ron Bury*, Energy and Environment Manager

"Security of electrical supply is of key importance to their Trust. As a well-established technology **iESCO** VPO provide their services with a flawless reliability record and formally guaranteed returns. Our electrical supplies are now more secure whilst generating strong carbon and financial savings. We have four VPO installations across our estate and would recommend **iESCO** to any Trust considering a voltage management project."

Bill Wilkinson, Head of Facilities



South Essex Partnership University NHS Foundation Trust

"By implementing its policies on sustainable development and particularly its carbon reduction plan, SEPT aims to achieve a 25% reduction overall in its CO₂ emissions by 2014 from the 2009 baseline.

At an early stage **iESCO's** VPO was included in the investment program to secure a lasting reduction in carbon emissions and costs from our energy in building. Installing the **powerPerfector** unit came at just the right time for us, as the new CRC tax adds to the spiralling cost of electricity.

The commitment of our staff to the highest standards of environmental stewardship is demonstrated by hitting the energy consumption targets we set ourselves and we continue to see improving efficiencies across the Trust. Staff said they were surprised to see how much could be saved by reducing the over voltage at the Rochford site."

Raymond Wood, Sustainable Development Manager



Norfolk & Waveney Mental Health NHS Trust Foundation

"Although it's early days, the first assessments show that we have at least met, or even slightly improved on the initial energy saving predictions, leading us to look at further installations in some of the Trusts other properties. There is some consideration required concerning the disruption to the hospital supply during installation, but this was well managed and kept to a minimum using our own contractor, the unit then requires little or no maintenance. Together with other initiatives the installations are helping the Trust move towards meeting the new Carbon Reduction Commitment."

Robert Forster, Estates Manager



Barts & the London NHS Trust

“We have had a phased installation and I’m happy to report that all of our equipment is working perfectly well and we’re making some good savings. We have been so impressed with the equipment and the savings we have achieved that the Trust is now evaluating the potential to roll out further units across our estate.”

Fiona Daly, Environment Manager



Oxford Health NHS Foundation Trust

“Since we’ve had VPO fitted at 2 of our large campus sites we’ve seen reductions in consumption; this obviously has a domino effect of lower cost and lower emissions. I believe the reductions are slightly better than originally predicted and we should have pay back for both units within a 4-year period. I personally would have no hesitation at present in recommending this technology if identified as appropriate.”

Gary Brimson, Performance & Contracts Manager

Case Study



NHS, Royal London Hospital

The Royal London Hospital was founded in September 1740 and was originally named The London Infirmary. Six **powerPerfector Plus** units were installed at the Royal London Hospital from April 2010, including the hospital’s West Wing which supplies MRI, CT and heart monitoring equipment as well as an A&E department. The six units are predicted

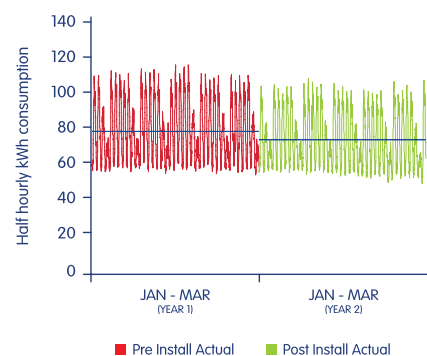
to save the Trust between 10 – 11% in kWh and CO₂ every year.

“We have had a phased installation and I’m happy to report that all of our equipment is working perfectly well and we’re making some good savings. We have been so impressed with the equipment and the savings we have achieved that the Trust is now evaluating the potential to roll out further units across our estate.” Fiona Daly, Environment Manager, Barts and the London NHS Trust.

Information

Unit:	280kVA - 1MVA
Optimisation:	pP PLUS
kWh Savings:	10 - 11%
£ Savings p.a:	86,500
CO ₂ kg Savings p.a:	619,000

NHS, The Royal London Hospital
(Year-on-year comparison)



Leisure & Tourism



Handpicked Hotels

"For those wishing to find a quick fix to reducing your energy consumption and CO₂ emissions Voltage Optimisation is definitely one of the ways to go using **iESCo**."

Ian Maxey, Project and Group Energy Manager



Down Hall

"The installation of the **powerPerfactor** unit was part of our overall "Going Green" project and has helped us achieve the targeted savings in energy consumption we were looking for. The whole process was very simple once the reduction in electricity usage had been identified. **iESCo** helped me to secure funding from The Carbon Trust and installation was a simple process as well. The hotel is now achieving savings in the region of 20% year-on-year in electricity usage."

Sean Quinney, General Manager, Country House Hotel



Aldeburgh Music

Aldeburgh Music Concert Hall

"**iESCo** have been a pleasure to work with. We received great customer service throughout the whole process and the installation of the **powerPerfactor** unit was well coordinated and efficient with minimum disruption to us. It has resulted in significant savings even exceeding initial estimates. We would happily recommend **iESCo** to other organisations."

Sharon Goddard, Project Co-ordinator



Sencio Community Leisure

"In this economic, and environmentally aware climate, we are constantly looking for ways to improve our services by delivering cost savings and utilising new technology to ensure we help to protect the planet too."

We are delighted with the results that **iESCo** have achieved. Their expert advice and delivery of tailored solutions to suit our individual site needs has been invaluable in helping us to manage the pressures of rising energy costs whilst continuing to effectively and efficiently deliver our services in the local community."

Peter Kemp, Building Services Manager



Crow Wood Fitness & Leisure

"When our energy bill increased 83% to £250,000 a year we had to take a really close look at our energy costs. The environment has always been high on the company's agenda with energy conservation given top priority. The private member's health club is open seven days a week and more than sixteen hours a day, the **powerPerfactor** VPO unit has been a highly successful investment."

Andrew Brown, Managing Director



Intertain - formally Regent Inns

"The original rationale for the installation of **powerPerfector's** at 25 of our sites has proven to be correct after confirmation of the financial and carbon savings from the post installation analysis."

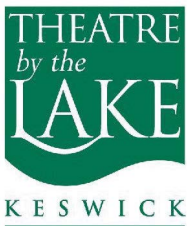
Jonathan Jeyes, Purchasing Manager



Clevedon Golf Club

"When we were first approached about installing a **powerPerfector** unit we were initially sceptical, however following some research, and an interest free loan from the Carbon Trust, we were convinced there were savings to be made. The whole process was very simple and installation was carried out without fuss or disruption and as you can see from our electricity bills, very well worth installing."

Jim Cunning, Company Secretary



Theatre by the Lake

"Fortunate to be located in the heart of the Lake District, Theatre by the Lake takes its environmental responsibilities very seriously. We are proud to be able to demonstrate savings in electricity consumption following installation of our **powerPerfector** VPO unit. By improving the electrical efficiency of our building it is satisfying to know that not only are we reducing costs, we are also preserving the life of the expensive and sensitive equipment required for our theatrical productions. The financial savings we are now seeing and those we will continue to make into the future can now be redistributed to other areas, including the work we carry out as a charity."

With regards to the guidance, expertise and service provided by **iESCo** and their installation contractors, we could not be happier. Every step of the process was delivered as promised, on time, on budget per quotation and with minimal disruption. The early Sunday morning install meant that our box office didn't need to close to customers, and we were of course up and running again in time for our next show. We were also delighted to be able to see instantaneous results. Immediately following installation, the high voltage indicator light on the UPS linked to our servers went out for the first time in its history, causing great excitement in our I.T. department!"

Paul Roberts, Building Services Manager



Nottingham Playhouse

"At Nottingham Playhouse we love big impact, as we are internationally recognised for making bold and thrilling theatre productions. **iESCo** has made that big impact – savings from day 1. It's a great feeling for the Charity to have had a year of those savings already. Rising energy prices is bad news for the productions budget, and just like other organisations, it means managing our costs even tighter. Having a **powerPerfector** helps release that pressure."

The **iESCo** team made a big impact on us too. Thank you for ensuring it was quick & simple to finance. We were guided through a Carbon Trust loan with a payback of 2 years 6 months. It pays for itself and puts no risk on our cash flow. Not to sound clichéd – but, a no brainer. The money saved helps us to continue bringing bigger & bolder productions!"

Rachael Thomas, Head of Finance



"We have now reduced consumption at this site by circa 24% over the past 3 years, the **powerPerfector** units being a significant factor in this reduction."

Cllr Phil Harris, Halton Borough Council

National Museum of Science & Industry

"The unit has now been in operation for 6 months and is achieving the savings we counted on. **iESCO** have been professional through and through. The installation went as planned and the savings they calculated are being delivered. All in all, an extremely successful project."

John Bull, Head of Estates North

Dakota Hotels

"In addition to the savings that have been achieved with the installation of a **powerPerfector** unit, we have noticed that we are spending far less time on maintenance issues. We have also noticed a considerable drop in maintenance costs, which added together with the savings in energy costs, have ensured that the **powerPerfector** has been a very simple and effective solution and well worth the investment."

David Waddell, Maintenance Manager

AMF Bowling

"We were looking to drive down our energy costs and carbon output and after reviewing the Voltage Optimisation market we found **iESCO's** proposition to be both a unique and proven foundation to deliver the savings necessary. The savings verification process using IPMVP was the most transparent and comprehensive I have come across and the support from the **iESCO** team was fantastic which provided me complete confidence in the technology. The delivered savings of 14.1% are above our expectations and this can already be seen in our bills, as such we are now looking at other opportunities within our portfolio."

George Peel, Health and Safety Manager

Historic Royal Palaces

"We have been delighted at the Voltage Power Optimisation at the Tower of London. Having independently assessed the performance of the technology it was shown to have met the expected savings. The approach of the team and the other contractors involved has been professional and responsive throughout the project."

Bearing in mind the importance of the site and therefore security of supply, we can report the working of the site has been perfect. On the basis of the success at the site we are looking to Optimise our other Historic Palaces."

Tony King, Head of Maintenance and Facilities

National Library of Scotland

"As with any business in the current climate, we were keen to reduce costs and had looked extensively at the energy efficiency market. These new measures appealed, not only because of the significant reduction to our electricity bills but the power quality benefits that would help secure supply to the building."

Martyn Wade, National Librarian and CEO

“We have been delighted at the Voltage Power Optimisation at the Tower of London. Having independently assessed the performance of the technology it was shown to have met the expected savings.”

Tony King, Tower of London



National Portrait Gallery

National Portrait Gallery

"The savings witnessed post installation, were instant, obvious and matched the predictions made to us. It was pleasantly surprising to see how our energy consumption graph took a sudden drop thanks to the **powerPerfector**."

Tim Knight, Building Services Engineer



County Hotel

"They [iESCO] suggested that a reduction of 9% could be achieved, it was clear that the project would pay for itself. Further analysis was done after installation which has shown a clear power consumption reduction of some 15%. Throughout the whole process iESCO have been there with support, analysis and advice."

Graham McGregor, General Manager



Celtic Manor

"As well as reducing our costs significantly, the unit has also contributed to Celtic Manor's ongoing drive to save energy and minimise our impact on the environment. We have enjoyed an efficient and professional service in all our dealings with iESCO."

Matthew Barnby, Golf Operations Manager



Westminster Abbey

"Our World Heritage status and importance rules out intrusive measures such as solar panels and wind turbines, so we examined numerous energy savings measures, but needed something that would not materially change the building. The Abbey chose **powerPerfector** VPO technology because it was non-intrusive and promised excellent savings."

Jim Vincent, Clerk of Works



Marston's Inns and Taverns

"Marston's Inns & Taverns opted for **powerPerfector** above other technologies after a successful trial of two sites in 2010 which saw savings in excess of 9%. Throughout the initial trial period and the subsequent roll-out programme **powerPerfector** technology continued to over deliver, and the expert project management ensured effective communication at all times with minimum disruption to sites, giving us a full turn-key project solution along with some fantastic energy savings."

Andy Kershaw, Facilities Manager



Marston's Inns and Taverns

Marston's is the leading independent brewing and pub retailing business in the UK. With around 500+ managed pubs and 1650+ tenanted / franchised pubs, the estate consumes a significant amount of energy. The business has a growing focus on energy efficiency in order to meet carbon emissions targets and drive down the operational costs associated with electricity and energy prices.

"Throughout the initial trial period and the subsequent roll-out programme **iESCo** continued to over deliver, and the expert project management ensured effective communication at all times with minimum disruption to sites, giving us a full turn-key project solution along with some fantastic energy savings." Mark Stafford, Marstons Project Manager.

"Marston's Inns & Taverns opted for **powerPerfector** Voltage Power Optimisation above other technologies after a successful trial of two sites in 2010 which saw savings in excess of 9%." Chris White, Energy Services Advisor.

Information*

kWh:	648,784
CO ² kg:	352,940
£ saving:	52,257
Average saving:	8.8%
ROI:	25%
NOx kg:	735
Installs:	144+

*Annual savings, data evaluated on first 25 retrofit sites



Hilton Hotels

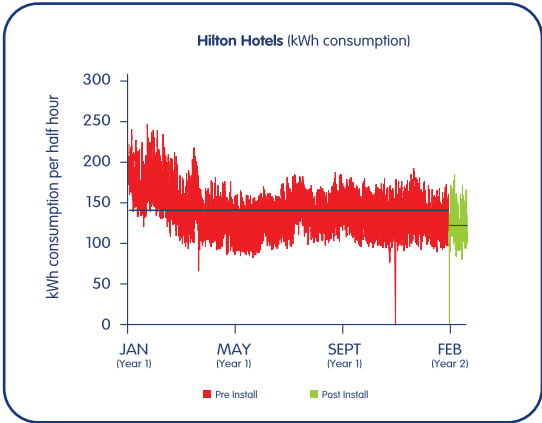
Hilton is the most recognised name in the industry, with a presence in more than 80 countries. In the UK, over 20 **powerPerfector** units have been installed at Hilton sites including the new build Hilton Newcastle Gateshead which proudly overlooks the iconic Tyne Bridge. A 740kVA unit was installed at Hilton Dartford Bridge which has been delivering outstanding savings ever since.

"Since installation we have had no problems and we continue to benefit from reduced electricity bills. I would recommend the

powerPerfector system without hesitation." Stephen Colligan, Facilities Manager.

Information

Unit:	740kVA
Optimisation:	8%
kWh Savings:	13.2%
£ Savings p.a:	26,200
CO ² kg Savings p.a:	16,000



Local Authority



Rochdale Metropolitan Borough Council

"These figures are good news, and have exceeded the original prediction of 14% savings. The whole scheme has been made very easy by the help and involvement of the **iESCo** people. The reduction in carbon dioxide emissions will make a massive contribution to our carbon management plan by further reducing our carbon footprint. I feel sure that other units will be fitted when the results are publicised within the Council."

Steve Walmsley*, Council Sustainability Officer



Wycombe District Council

"We are delighted with the results of our **powerPerfactor** VPO installation as it shows a higher than expected 20% reduction in energy use and costs, ensuring that the investment in this technology will pay for itself in a shorter than estimated period of 16 months. This reduction will mean that our Council's environmental policy targets for reducing energy over the next 5 years have already been achieved, enabling us to set even more challenging targets. The cost savings will lessen the impact of the substantial increases in electricity that we have recently incurred and the reduction of carbon emissions will have a positive effect on reducing the Council's carbon footprint."

Graham Weston, Energy Manager



North Yorkshire County Council

"Following the **powerPerfactor** installation we have analysed our consumption and are extremely pleased with the results – a reduction of up to 14.6%. This is a significant saving in energy consumption and money. Our investment in the **powerPerfactor**, which has an expected lifetime of around 30 years, will be repaid within 4 years. A further benefit is the reduction by more than 100 tonnes of CO₂ per annum. I would recommend any organisation that is serious about reducing energy use to consider the **powerPerfactor** unit."

Kim Williams*, Carbon Reduction Manager



Kent County Council

"I am delighted that the **powerPerfactor** is showing real savings. I have identified a simple year on year reduction greater than 9%. I hope that we can use this trial at County Hall to encourage other Council Departments and Schools to consider Voltage Power Optimisation."

Andy Morgan, Head of Energy Management



Hastings Borough Council

"We are delighted that the **powerPerfactor** is showing real savings. We hope we can use the pilot at the town hall to encourage other organisations and other HBC buildings to consider using Voltage Optimisation."

Chantal Lass, Sustainability Officer



Rutland County Council

"I found the experience of working with **iESCO** to be a very positive one, from initial enquiry through to post installation analysis. From initial concept, the staff at **iESCO** were extremely supportive, knowledgeable and understanding to our needs and situation. The customer care at all stages was exceptional.

There were questions over the unit; was it that easy to achieve such savings of energy, carbon emissions and money in installing one piece of kit that requires no maintenance? The results speak for themselves – the projected savings (from concept) were spot on and the financial savings are evident on receipt of the electricity invoices each month."

Lee Allen Furby, Surveyor, Regulatory Compliance



London Borough of Havering Town Hall

"From the post installation monitoring we have carried out ourselves I can say that the **powerPerfector** 'does what it says on the tin'. The achieved carbon dioxide reductions, along with the financial savings, make this a quick win investment for the Council.

Installation was relatively painless, thanks to the involvement of the engineer from **iESCO** and their contractors. The only minor problem was selecting a "shut down" day which suited our IT people. After the installation and optimisation everything worked normally. We will be installing further units in suitable buildings in the future."

Mark Lowers, Havering's Energy Management Officer



Wigan Metropolitan Borough Council

"We have recently installed two **powerPerfector's** (a 420 kVA and a 280 kVA), at our Market Hall in Wigan. The results are staggering, for a 9% reduction in voltage we are experiencing 16% savings in consumption. This amounts to £30,632 p.a. (based on 9.074p/kWh), with a 14 month payback on investment, figures have been verified on a daily basis utilising half hourly automatic meter readings, so we are satisfied that they are correct. This also means that we are on line to save over 141 tonnes of carbon by the use of the **powerPerfector** units.

Advice from the company was extremely good with constant communication during the evaluation stage, and the installation work by **iESCO's** authorised installer was completed quickly and efficiently. The units themselves were installed during one night at the height of the Christmas shopping period with no disruption to the operation of the Market. The Council is so impressed with the performance of the units that we are authorising the installation of **powerPerfector's** at all of our over 100kW sites as part of our published Carbon Reduction Programme. I would recommend the use of **powerPerfector** VPO units to anyone with an over 100kW supply."

Steve Flynn*, Energy Manager Legal and Property Services

"We are encouraging schools in the borough to utilise the framework, with 5 installations to date, and as such Wigan Council's 20 installations have delivered total savings of £360,000 since the start of the programme."

Janet Ackary, Carbon & Energy Manager



London Borough of Barking & Dagenham

"**powerPerfector** Voltage Power Optimisation is a key component of our Carbon Management Programme and an excellent way of saving carbon emissions. Working with the **iESCO** team over the last few months has been a smooth and painless process. We're looking forward to the installations across our buildings and the carbon savings that will be achieved."

Alina Lazar, Environmental and Sustainability Officer



Basildon Council

"Since installation of the **powerPerfector** we have received some very good energy savings of 15.6% in kWh consumption. We are, at present, looking to install the **powerPerfector** in another two of our large sites following the favourable results of Pitsea Leisure Centre."

Lorraine Light, Energy Officer



Waverley Borough Council

"After having a **powerPerfector** unit installed at our main offices the savings report covering the first three months shows that we are now getting an average saving of 11.38%. This is a significant saving for us and equates to £5,837 per annum and CO₂ savings of 39,594kg per annum with a pay back period of just under 4 years. This goes a long way to help us with our CO₂ management. **iESCO** has kept in contact during and post installation supplying all the information we have required. I would happily recommend the system to any organisation."

Steve Holt, Senior Facilities Officer

Salford City Council

Salford City Council

"As part of our Carbon Management Programme, Voltage Power Optimisation was seen as a key initiative to reduce electricity consumption at some of our main corporate sites. The first **powerPerfector** unit was installed at our Civic Centre in September 2009 and has proved to be a very effective tool in reducing our energy bill. From the initial meetings with **iESCO**, to install and post performance monitoring, the experience was very professional and seamless. We will achieve a one and a half year payback on the install, 10% less consumption and make a marked contribution towards our aspirational carbon emissions reduction target."

"With the help of the **iESCO** personnel and their approved contractors, installations have gone smoothly and without disruption. VPO has been a core solution in our Carbon Management Programme and has been fundamental in achieving our annual consumption and CO₂ savings targets."

"We have now installed 6 **powerPerfector** units across our estate and intend to install a further 3 this year. With the help of the **iESCO** personnel and their approved contractors, installations have gone smoothly and with minimum disruption. VPO has been a core solution in our Carbon Management Programme and has been fundamental in achieving our annual consumption and CO₂ savings targets."

Laura Partridge, Senior Energy Officer



Bolton Metropolitan Borough Council

"Bolton Council has installed three **powerPerfector** units. All installations were carried out by **iESCO's** approved installers to the highest of standards and efficiency and with the minimum of disruption to the Council's day to day activities. We are delighted with the savings delivered and are planning to install **powerPerfector** to a further 10 sites."

Anne Mason, Energy Manager



Epsom & Ewell Borough Council

"As part of the Council's key priority of promoting sustainability and tackling issues of climate change, Venue Assistant Managers have been working towards reducing energy consumption at the Council's venues by using data from smart meters. The installation of VPO at Bourne Hall has reduced the consumption of electricity by 16.1%, without impacting upon the venue's use by the local community and commercial hirers."

Jasmine Brown, Venues Manager



Southwark Council

"Following the **powerPerfector** installation we have been extremely pleased with the results – a saving of up to 19.3%. This is a significant saving in energy consumption and money and has far exceeded the level of savings we were expecting."

Will Walker, The Carbon Reduction Programme Manager



Spelthorne Borough Council

"Installing **powerPerfector** was one of the first steps we took to reduce energy usage within the main council building. We significantly reduced our energy consumption and electricity costs following the installation of a **powerPerfector Plus** in December 2008. Working with **iESCO** ensured the smooth running of the installation and project on a whole. We are now looking at installing **powerPerfector** in other locations such as our car parks."

Francesca Nesbitt, Climate Change Officer, Environment Services



Angus Council

"VPO has been installed at 9 of our sites to date. The energy savings achieved have averaged around 10%, which makes a considerable contribution to our carbon reduction targets. In addition the power quality benefits of the units have allowed us to yield further cost savings; we noticed improvements in power factor and reductions in the maximum demands, both of which are now charged under the Scottish national supply contract **iESCO** the company was chosen for its long record of accomplishment (over 17 years) of supplying such units and the zero failure rate of its equipment (no units have failed in over 180,000 recorded installations).

The company's work with various large public sector organisations, such as OFGEM, DEFRA and DECC provided Angus Council with confidence that the savings quoted would be achieved."

John Ruddy, Energy Technician

Renfrewshire Council

"The solution that **iESCo** offer from the free evaluation, to the expertly managed installation and the independent savings analysis is second to none. We have installed **powerPerfector** units with 10 schools throughout Renfrewshire. Not only are they seeing great cost and carbon savings but there has also been a marked improvement in the lifespan and maintenance costs of electrical equipment on site, because of the additional power conditioning benefits **powerPerfector** technology provides."

Craig Doogan, Energy Team Leader



Bristol City Council

"Wilder House is the ninth site where we've installed unique VPO technology which is contributing to the achievement of targets set out in our Bristol Climate Change and Energy Security Framework - reducing CO₂ emissions by 25% by 2015 (40% by 2020) and energy by 30% (from a 2005 baseline). Our rollout began in 2008 and we are saving an estimated 354,000kWh, 400kgs of NO_x, 12kgs of PM10 and over 192 tonnes of CO₂ through this solution. This equates to around £30,000 saved per annum, but the financial savings are likely to be higher in the future due to rising energy costs. Furthermore, early action has resulted in reducing the Council's liability under the Carbon Reduction Commitment Energy Efficiency Scheme, equating to savings of £2,304. The great thing is that **iESCo** have in place an end-to-end service that is robust and transparent, providing the assurance that if savings aren't achieved they will provide a rebate. Our expectations were certainly met."

James King, Assistant Energy Manager

Case Study



Glasgow City Council

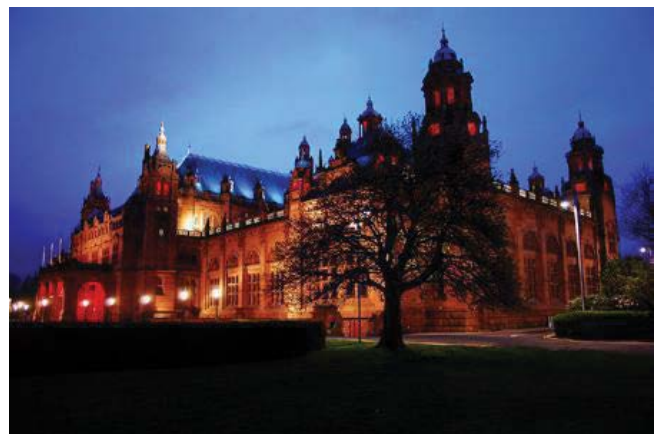
Glasgow City Council's partnership with the Property Management and Utility Services Section of City Building Group (CBG) and SSE has seen them install more **powerPerfector** units than any other UK local authority. The budgetary challenge within the Public Sector has seen spending reductions across the country. This has made the challenge of meeting carbon reduction targets much tougher. Forward thinking Public Sector bodies have continued to invest in infrastructure projects which will ultimately lead to reduced overheads in the future. But, with such scrutiny on spending, it is important that Public Sector organisations invest in the right technologies in order to prove value for money.

"We have been very impressed with the speed and professionalism of the VPO® rollout. **iESCo** and SSE have delivered a project that is producing excellent energy savings and a more sustainable future for Glasgow. A very impressive energy efficiency programme delivering tangible value." Andrew Mouat, Energy Officer.

Information

Units:	50
CO ₂ kg:	1,658,000
Cost saving:	308,000
ROI:	62%*

*Calculated across
57 installations



Manufacturing & Printing



Creed Foodservice

"**powerPerfector** is saving us money and reducing our carbon emissions by reducing our electricity consumption. After two successful initial installations, we're now looking at rolling the system out across our estate. **powerPerfector** units are a key element of our environmental policy."

Phil Creed, Group Facilities Director

Calderdale Carpets

Calderdale Carpets Ltd.

"With rising energy costs and the current economic climate, Best Practice through energy efficiency is pivotal in the drive to reduce financial strain. By introducing Voltage Optimisation technology into our business, we stand in good stead to eliminate energy waste and meet current carbon reduction legislation. Following careful consideration of different technologies available, Voltage Optimisation has proven to be the single, most reliable method of micro-managing our electricity supply at source. We are delighted with the savings delivered by the **powerPerfector** units and have achieved annual savings of over 555,000kWh and 235,000kg of CO₂."

Greg Bedford, Managing Director



Caledonian Brewery

"Energy use makes up a large part of our business, with production equipment running 24/7. We take our environmental responsibilities seriously, and want to ensure that we are not wasting scarce resources. Our research into energy efficiency technologies always had **iESCo's** VPO as unmatched. Partnering with the 'best in class' is important to us. Production equipment is central to our business and therefore the reliability and track record of a new technology installation is non-negotiable."

iESCo's savings, guarantee, prestigious client portfolio and 100% reliability and installation record is unrivalled. Since the installation, we have seen over 10% savings in our consumption, costs and carbon footprint which has been great for our business. In addition, the windfall gains from improved power quality benefits, such as the prolonged life span of our equipment and increased security of our energy supply, would not have been achieved with other technologies."

Craig Yardley, Engineering Manager



Kaysersberg Plastics

"We are now really starting to see the benefits of our investment; we are receiving savings of approximately 10%... The units will have paid for themselves within two and a half years."

Nick Hitchcroft, Engineering Manager



Trelleborg Industrial

"The installation of the **powerPerfector** unit has been an undoubted success and has helped in driving the business forward in terms of reducing carbon emissions/costs and enabling the business to meet its environmental objectives."

Richard Kenyon, UK Plant Manager



Swallowfield Plc.

"Retrofitting equipment onto an established site can be fraught with difficulties; however the whole project went very smoothly. The process was so successful that when a lighting company was subsequently contacted to demonstrate their product, they needed to adjust down their original estimated cost savings."

Phillip Reid, Engineering Manager



Starna Scientific Ltd.

"Starna Scientific is a world leading supplier of spectrophotometer cells, optical glass/quartz components and certified reference materials for UV-VIS-NIR spectroscopy. The benefits of **powerPerfector** technology has been threefold: Firstly, it has complemented our environmental objectives by reducing our Carbon footprint. Secondly, it is proving a good investment case with a return of around 7-8%.

Thirdly, and in some ways most significantly for our business, it has provided excellent protection for a wide range of complex manufacturing machinery and IT equipment vital to our processes, by harmonising the incoming supply across three phases and removing quite wide fluctuations which we had experienced previously. It has provided further savings in terms of less downtime and reducing the depreciation of our equipment.

A very efficient process, from the installation of the machine, which was timed to fit in with our annual shutdown, the small footprint which it occupies, to the quiet and discreet operation, providing us with the benefits outlined above."

Nathan Hulme, Director



Robinsons Brewery

"In the current climate it is very hard to ignore a technology that can be fitted so easily into a site that gives such immediate savings."

Bill Doodson, Chief Engineer



Newly Weds Foods

"Why did I select **iESCO** for the project? **iESCO** were the only company who would guarantee the savings and reverse the entire installation at their cost if the figures didn't stack up. From my point of view any company that will stipulate such a guarantee must have 100% confidence in the product they are providing and to be honest, I never doubted them."

Phil Wright, Facilities Manager



Worldwide Dispensers

"In the current economical and environmental climate, energy consumption is on everyone's agenda. It is an issue that nobody should ignore, whether in industry or private households. The continuous rising of electricity cost made it imperative for us to seek ways of reducing consumption.

Worldwide Dispensers, an established manufacturer of dispensing solution for the beverage and household products market and part of DS Smith Packaging Group, last year installed a **powerPerfector** Voltage Power Optimiser with the aim of achieving cost savings by optimising voltage and at the same time improving the operation and life span of the site electrical infrastructure. We are now averaging savings of 29000kWh per week and believe that the operational performance of our equipment is improving too."

Enzo De Luca, Operations Director



Cummins Turbo Technologies

"I can say that we experienced many failures / spikes from the national grid which caused the company to lose its main supplies to the site, at times this would cause many failures to machinery having blown electrical drives and so on.

The site is split geographically between a public highway east and west, hence we took the opportunity to start the process of installing the **powerPerfector** units to the east side where potentially the most sensitive equipment was installed.

Sometime after installing the **powerPerfector** equipment we experienced a large transient spike which took out a considerable amount of equipment to the west side of the site, the east side powered backup without fault, our explanation for this is that the **powerPerfector** unit protected us from the large transient."

Craig Hall, Senior Site Facilities



West Pharmaceutical Services

"Being in such close proximity to our supply transformer meant we were seeing line voltages of around 247V at our plant. We decided to install a **powerPerfector** unit with an optimisation setting of 8%, to reduce our voltage to around 230V.

We were told to expect savings of around 6% (37.4 tonnes / year), but after the first 6 months, it has become apparent to us that we are actually making savings of 13.2% (82.3 tonnes / year) and therefore the payback for the project has been reduced from the predicted 4 years to 2 years.

The project was delivered in a professional manner, with good communication, both from **iESCO** and their nominated contractor throughout."

Jon Rundle, Control & Instrumentation Engineer

Beacon Press

"Our voltage will be reduced by eight per cent. Until now, we hadn't given a thought to the voltage at which we were operating. We assumed it was unadjustable. This system is a very simple way of reducing carbon emissions and making a welcome cost cut."

Mark Fairbrass, Chairman



Good News Press Ltd.

"Good News Press are determined to run a sustainable printing business. **iESCO** made a significant contribution to our environmental goals and reduced our annual energy consumption by over 18% at the same time."

Will Greenhill*



Buxton Press

"We are delighted with the **powerPerfector** installation which has reduced our energy costs by 13%, whilst also reducing our maintenance requirements and the associated costs substantially."

Kirk Galloway, Production Director



Paton Brown

"As a 'green' company we are always looking for ways of reducing our carbon footprint to supplement our recently achieved ISO14001 qualification. Working closely with **iESCO** we were then guided through the process of securing a Carbon Trust loan, with repayments being covered by the anticipated savings. Financially, this really is a no-brainer for any company. Not only were we enhancing our green credentials, but it wasn't costing us anything."

Throughout the process the people at **iESCO** were wonderful to deal with, the whole process was straightforward and well managed. The help and advice we received was of the highest standard. Most importantly the product performed exactly as we were initially told it would, in fact it exceeded expectations. I would recommend **iESCO** to anyone considering using their products. Without doubt it was the best level of service we have received from a company."

Duncan Etheridge, Finance Director



3663 is one of the UK’s leading foodservice distributors, supplying a range of over 15,000 fresh, chilled, frozen and grocery food lines, alongside non-foods such as catering equipment. The wholesale business provides a total supply solution with many added value services to both independent customers and national chains, meeting the needs of every type of catering operation.

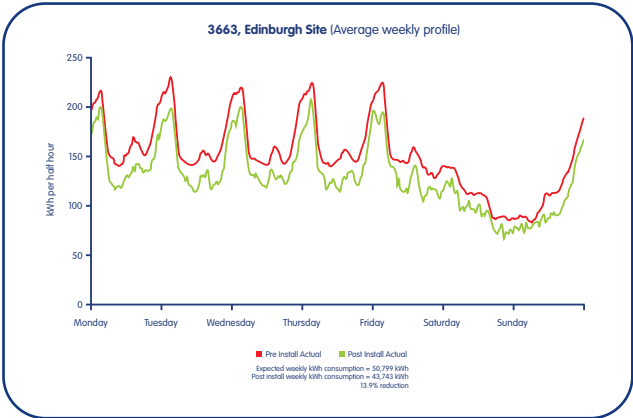
As part of 3663 working hard to cut emissions and waste in all areas of the business, 17 **powerPerfector** units were installed across a number of 3663 sites within the space of 3 months.

“Not only does **iESCo** supply excellent, effective energy efficiency technology, it also offers an outstanding service experience. The quality of the engineering has been first class, with a large number of units installed swiftly and painlessly with no disruption to day-to-day operations. The company’s superb reliability record gave us confidence that, even though the technology is installed in such a critical part of our operations, we were doing so with little risk. In the current economic climate it is hard to fault a technology that gives such immediate savings with the security of a guarantee.” Gary Cox, Head of Property Management

Information*

Units:	17
Annual CO ² tonnes:	1,510
Annual £ saving:	180,000

*Across 17 installations, annual projected figures





“Since installation we have had no problems and we continue to benefit from reduced electricity bills. I would recommend the **powerPerfector** system without hesitation.”

Stephen Colligan, Hilton Hotels

Office Buildings



The Ethical Property Company

"At The Ethical Property Company we are constantly looking for ways to reduce our energy use and our tenants expect us to reduce their energy bills wherever possible. Installing **powerPerfactor** has been central in our commitment to doing both. We trialled **powerPerfactor** in our Development House building in Central London which is home to 28 different charitable NGOs and campaigning organisations.

The savings and carbon reduction became very obvious very quickly so we have begun rolling out the scheme to our other buildings. We have worked out that in our Development House building, in our first year, the carbon we have saved is the equivalent of running 4 medium sized family cars, driving 12000 miles each for 1 year. A huge achievement and one we are very proud of."

Philip Walker, South-East Property Manager



Amey Plc.

"Since installation, **iESCo** has helped Amey reduce both energy bills and carbon emissions at our Head Office."

Andy Candelent, Account Manager

Case Study



Environment Agency

The Environment Agency, Phoenix House

The Environment Agency is synonymous with environmental protection and as managers of the CRC Energy Efficiency Scheme, the spotlight is on them to implement energy efficiency best practice. Trials of electricity 'supply' management

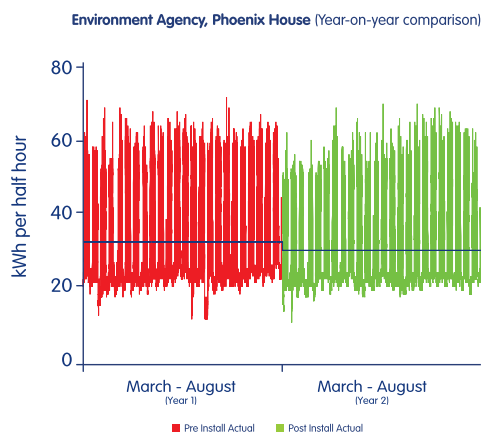
solutions have led the government agency to roll out **powerPerfactor** technology across its portfolio of 35 sites. Two 210kVA **powerPerfactor** units were installed at the Agency's Phoenix House in February 2010, leading to 12 per cent savings.

"We are delighted with the increased energy security as well as the financial and carbon savings we are seeing from the roll out of Voltage Power Optimisation across our estate. The technology has proved robust and reliable."

Julian Feasby, Head of Internal Environmental Management

Information

Unit:	2 x 210kVA
Optimisation:	10%
kWh Savings:	12.2%
£ Savings p.a:	5,100
CO ₂ kg Savings p.a:	40,000





Tesco

"After 1500 installations we continue to roll out **powerPerfector** as a principal technology in our energy efficiency strategy. From our 10 year experience, and in our constant review of the marketplace, VPO is a principal technology that improves rather than diminishes our supply security. Procurement for this critical point of supply to our stores and distribution centres has to have 100% reliability."

Daniel Travers, Corporate Purchasing

"The technology has proven to be a major success in helping us hit our energy and CO₂ reduction targets and we look forward to continuing to install **powerPerfector** technology across our estate."

Mark Law, Head of Engineering Delivery



Sainsbury's

"This technology continues to form part of our ongoing Carbon Reduction Programme and I have no problem in recommending this solution."

Jeremy Waters, Energy Manager



Carrs Volkswagen

"I found **iESCo** efficient, easy to deal with and most important of all the kit really does reduce our bills."

Jon Keast, Director



Asda

"We have significantly reduced both consumption and our carbon footprint. Paybacks to date have been excellent and we are currently exploring the possibility of further installations."

Brad Hawkins, Energy Projects Manager



Brunswick Shopping Centre

"From the moment we started to look at the benefits of power optimisation the input from **iESCo** team has been very professional. The initial readings taken indicated some very useful savings and once installed we could tell from our own readings that we were going to make major savings against our budgets. Installing one of these systems made good business sense, combining excellent cost savings while prolonging the life for our machinery and most of all, a significant reduction in our carbon footprint."

Jim Hughes, Centre Manager, Brunswick Shopping Centre



Sovereign Shopping Centre

"Sovereign Shopping Centre is committed to reducing its impact on the environment, and has already undertaken a number of environmental initiatives.

In order to meet commitments to reduce energy consumption we have installed a voltage optimisation unit.

The evaluation process and level of service that **iESCO** provided has made installation straightforward and pain free... and we're seeing a better than expected level of savings. We are now able to focus on greening other areas of our business."

Peter Smith, Operations Manager

Waitrose

Waitrose

"**iESCO** provided us with an easy solution for reducing our consumption and making our stores more efficient. The quality of the service we have received has been first class. **iESCO's** enviable reliability record and savings guarantee removed any risk from the procurement process.

We never doubted that the roll out would be a complete success."

Toby Marlow, Engineering Manager



Concourse Shopping Centre

"At London & Cambridge Properties we are committed to the continuous improvement of both tenant and (retail) visitor experience, and therefore we keep a keen eye on our environmental performance.

powerPerfector technology was an easy, practical solution to helping us reduce our electricity bills and carbon emissions at The Concourse with minimal disruption. We are very happy with our 13% savings, and will be advocating this as a measure for other sites under my control."

Jo Salmon, Asset Manager

Case Study



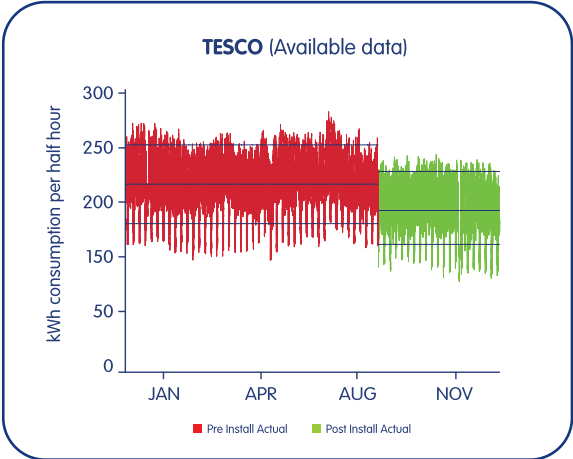
Tesco

As part of its commitment to tackling climate change, Tesco has invested in an ongoing **powerPerfector** rollout to help reduce its carbon emissions and make low-carbon products accessible and affordable for consumers. Tesco has installed over 480 units, which on average saved 9.9 % of those stores' electricity consumption, equal to over £8.2 million of savings every year. Now over 1,400 Tesco stores, offices and distribution centres have installed our unique technology.

"We continue to roll out **powerPerfector** as a principal technology in our energy efficiency strategy... Procurement for this critical point of supply to our stores and distribution centres has to have 100% reliability."
Daniel Travers, Corporate Purchasing

Information

Unit:	150kVa - 1.5MVA
Optimisation:	4 - 12%
kWh Savings:	9.9%
£ Savings p.a:	8,200,000
CO ² kg Savings p.a:	44,035,000



Transport & Logistics



National Express

"The partnership is already reaping very real benefit. **iESCO** has added value to our rail franchise proposals and made great cost and carbon savings - putting National Express firmly on track for our annual 10 per cent carbon reduction targets and in line to achieve the Carbon Saver Standard.

iESCO's decision to bring manufacturing to the UK and its commitment to sustainability is synergistic with National Express' own vision of supporting local communities through job creation."

Stuart Parker, Group Property & Environment Director



Savage Haulage Ltd.

"**iESCO** worked hard to find a solution that suited us financially. The savings are expected to exceed the payments, meaning our **powerPerfector** installation will actually be a revenue source. The service they offer is second to none."

Lew Peppercorn, Cold Store Manager



3663

"Not only does **iESCO** supply excellent, effective energy efficiency technology, it also offers an unparalleled service experience. The quality of the engineering has been first class, with a large number of units installed swiftly and painlessly with no disruption to day-to-day trading. The company's unblemished reliability record gave us confidence that, even though the technology is installed in such a critical part of our operations, we were doing so without risk. In the current economic climate it is hard to fault a technology that gives such immediate savings with the security of a guarantee."

Gary Cox, Management Services Controller

Case Study



Savage Haulage Ltd.

Cold storage and logistics is an industry associated company with high energy use and high carbon emissions. We have significant experience in this sector and invariably the sites see very good savings. **powerPerfector** is an 'approved asset' by a number of leading banks and finance companies - this is testament to its build quality, lifecycle and anticipated resale value. Having received a grant from Rev Active, a local development agency working to reduce business wastage and inefficiency along the A11 corridor in Norfolk, we were able to source the remainder of capital from one of our funding partners.

"**iESCO** worked hard to find a solution that suited us financially. The savings are expected to exceed the payments, meaning our **powerPerfector** installation will actually be a source of additional cash. The service they offer is second to none." Low Peppercorn, Cold Store Manager.

Information

kWh:	263,366
CO ₂ kg:	142,639
Cost saving:	17,000
NO _x kg:	298
ROI:	37 months





powerPerfactor technologies from **iESCO**, *The Intelligent Energy Saving Company*

iESCO Ltd

344-354 Gray's Inn Road
London
WC1X 8BP
United Kingdom

Telephone: +44 (0)207 164 2271
Email: enquiries@iesco.co.uk
Web: www.iesco.co.uk

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