



# ECM Holding Group, LLC

The ECM Holding Group provides a suite of energy conservation technologies and project solutions to leading North American ESCOs and Corporate Clients.

Our innovative solutions are delivered cost-effectively with turn-key development and implementation, professional project management, and a comprehensive measurement & verification program. Our projects end with a client satisfaction survey, and our performance is evaluated based on these results.

In 2016, we delivered projects to our clients that achieved over \$10,000,000 in energy savings. Additionally, we secured over \$2,000,000 in rebates and grants for our clients.

Our Portfolio Companies each have their own areas of specialty and in many cases deliver stand-alone projects to our clients.

Many of our other clients leverage ECM for the coordination, efficiency, and growth that our combined efforts can produce for you.



Infrared Image:  
Heat loss measurement

## ECM Customer Base by Industry Sector:

- Commercial & Industrial
- State and Local Government
- Military and Federal
- Universities
- K-12 Schools
- Laboratory Environments





# ESCO Advantage

## ESCOs Profit with ECM



- **Professional:**

Our Project Managers have years of energy efficiency and ESCO project experience.

- **Engaged:**

We leverage technology to communicate, document, and close-out projects effectively.

- **Optimized:**

We self-perform most of our work to achieve a premium level of quality, value, and service.

ECM is committed to supporting ESCOs during the entire sales process – from preliminary study through investment grade audit.

We work at-risk alongside you during the audit, delivering a proposal that includes sales support information about our measures, scope details, pricing break-outs, and savings estimates along with calculation methodologies and M&V options.

During Project Implementation, our team of experienced Project Managers deliver with one goal, the return of a high rated post construction survey from our client!

We do this through our leveraging of technology to communicate well, document properly, and close-out projects in a timely, proficient process.

Finally, our team will work with your Performance Assurance Engineers to craft a customized M&V plan.

Our measures are highly measurable and can be cost effectively delivered to demonstrate the performance your client desires.





# Portfolio Companies

## Weatherization



### [Building Envelope Solutions \(BES\)](#)

[\(BES\)](#) drives down energy consumption by sealing the exterior of the building to minimize the flow of uncontrolled air through cracks, holes, and gaps. BES also provides window film audits, installations, and energy efficiency calculations. Many variables effect savings (materials, window-to-wall ratio, existing glass, etc.), but window film consistently provides an attractive ROI. BES uses the highest quality weatherization products to ensure that project benefits continue for the expected life of the technology.

## Critical Environments



### [TEL Fume Hood Controls](#)

is a world leading manufacturer of laboratory airflow controls and monitors: we are their North American affiliate. TEL and its dealer network provide engineered turn-key retrofits (including retro-commissioning), certification services, and design consultation. We also provide the latest products for new and existing labs such as [EcoFlex Fume Hoods](#) available through dealers like [Green Energy Hoods](#).

[TEL Kitchen Controls](#) detect smoke and temperature, then manage airflow. Owners reduce noise while lower costs from energy, maintenance, and equipment deterioration.

[Refrigeration Controls](#), monitoring, and automation solutions for commercial and industrial walk-in systems with long-term energy, maintenance, and operations benefits.

## HVAC Coatings



[HVAC Armor](#) provides protection and rejuvenation solutions to help ensure our clients' HVAC equipment operates at its highest level of efficiency. Our state-of-the-art coating products are applied to both new and used equipment, saving energy, enhancing performance, and rejuvenating existing HVAC equipment. HVAC Armor technicians are specially trained and certified to provide high-quality installations.

## LED Lighting



### [ECM Lighting](#) is an

integrated lighting and controls provider specializing in the ESCO and large corporate retrofit markets.

Our flexible approach provides clients with a delivery model that achieves results.



# Corporate Advantage

## Information Technology



### Green IT Solutions

provides leading-edge technology for driving

savings and efficiencies into computer and printer systems.

Our process generates an evaluation and a plan for implementation without interruption

## Other ECM Solutions:

### Water Conservation Solutions

develops non-hazardous solutions for reducing consumption, while protecting equipment from scale, corrosion, and bacteria.



AmbiRad radiant heating improves heating energy performance while delivering greatly reduced running costs and payback periods in high ceiling applications.



GenHP is a patented heat pump technology for generator engine blocks which adds redundant heating to increase system reliability and offer 70%-85% energy savings.



Destratification Fans are devices which eliminate hot and cold spots in high-ceiling or drop-ceiling facilities to reduce energy costs while increasing the comfort of occupants.

## Optimized for C&I Success

Commercial and Industrial facilities have many ways to reduce utility expenses. ECM's partner approach provides a wide-range of technologies that deliver results without having to work with multiple vendors.

Our ability to identify, validate, and self-implement multiple measures offers a streamlined approach to achieving sustainability goals.

Depending on geographic location and facility, ECM has a number of potential measures to meet your energy efficiency goals. Our auditing teams review hundreds of buildings every month, and our project teams implement measures in 45-50 states annually.

Because our auditors can identify multiple measures, we often develop projects with larger scopes at lower costs with very attractive ROI.

Whether you are an ESCO or a large, national firm, ECM excels at developing solutions with a quick payback.

We also have a strong track record of securing custom rebates and incentives from utilities nationwide.

Most clients first chose ECM due to our innovative solutions and our ability to quantify savings, but our key to sustaining long-term client relationships rests in delivering projects cost effectively and on schedule.