

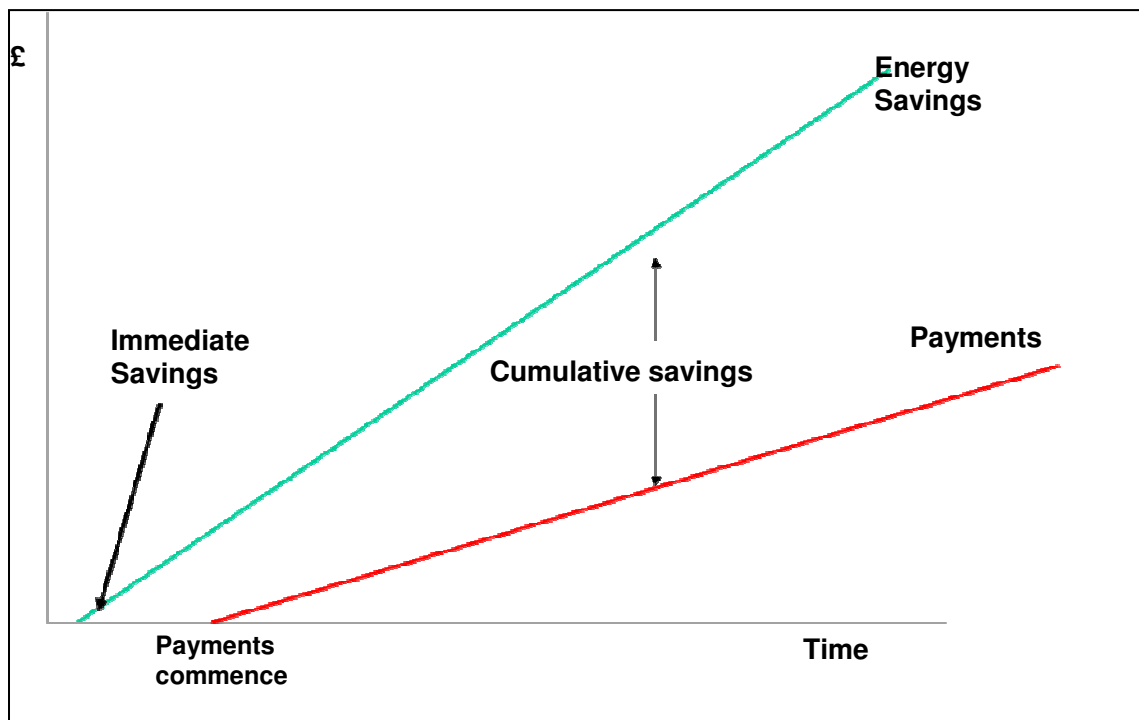
The NESS Share Subscription Service

Organisations, whatever their size and business, have increasing pressure to reduce operating costs, cut carbon emissions and meet new Government and EU standards for energy saving and building efficiency. More and more technologies to gain better use of energy resources for heating, cooling and lighting are becoming available, but require significant front-end capital investment. In this time of recession, investment resources are limited, projects are harder to cost justify and the approval cycle takes months. To add to that, in the fast developing area of energy optimisation, purchased solutions quickly stagnate as new innovative technologies become commercially viable.

Having identified the need, NESS developed NESS Share™, a 'no cost' solution to enable organisations have the issue of energy saving and carbon reduction lifted from their shoulders, simply by agreeing to share their financial savings with NESS. In NESS Share™ agreements, NESS provides the use of all the necessary equipment, management tools, hardware, software and staff training. It also provides fully bundled ongoing web based monitoring, support and maintenance. It is a genuine no cost solution, only savings.

Example

An organisation spends £40,000 per annum on gas and electricity. A NESS audit shows that savings in the region of 25% can be achieved - some £10,000 per annum. In return for its energy saving and management service, NESS receives 25% of on-going savings. The customer therefore gains £7,500 per annum immediate cash benefit for no cost. Payments are normally deferred by one or two quarters to ensure savings are realised before the payment to NESS Share™ commence. Figure 1 below shows the order of savings and payments for this illustration.



*Figure 1
Payments
start only
after savings
are realised*

NESS Share™ agreements bind both NESS and its clients to a minimum period. Usually, this 3 to 5 years, but can be longer if requested. The longer the period, the less the NESS Share™ of the financial savings. At the end of the minimum period, agreements run on a quarterly notice basis.

At anytime during a NESS Share™ agreement, if new technology becomes available, they can be added to the client's energy saving portfolio, or even replace existing equipment.

NESS Share™ has a growing pool of supplier partners covering a wide range of specialist technologies. Thus NESS is in a prime position to ensure that the most advanced technologies are being employed for the benefit of its clients.

