



## Modern Energy Management Software For Asset Managers

### Energy Management for Better Asset Valuation

Maximizing portfolio valuations can be a multi-layered and complex task. But in today's market where building performance benchmarking has become the norm, energy and water efficiency can be easily improved to augment your portfolio. Energy Management Software is a cost-effective solution that enhances portfolios' asset values. It is **the easiest way to:**

#### 1 Fewer Surprises! Reduce Operational and Asset Risk

- Ensure compliance to ENERGY STAR, and city and state energy and water benchmarking as energy management software easily tracks and punctually reports energy and water consumption.
- Energy management software monitors spikes in consumption, minimizing unpredictable expenses and potentially lowering maintenance cost from over usage.
- Improve cash flow with automated tenant billing to help your portfolio recover costs quickly and accurately.

#### 2 Increase NOI Through Lower Costs and Higher Occupancy

- Energy management software reduces 5-10% or more of utility expense, which accounts for 29% of office building operating expenses.<sup>1</sup>
- Lower energy cost translates directly into higher net operating income (NOI).
- Energy savings from energy management software positively impacts the asset value, regardless of the rental market types.<sup>2</sup>
- Engage and retain current tenants with up-to-date and accurate tenant billing, a feature offered by EMS such as MACH's.
- Lower energy costs enable more competitive lease terms.<sup>3</sup>
- EMS contributes to operational improvements that future-proof<sup>4</sup> your portfolio.

1. Data from "BOMA Analysis: Commercial Real Estate Industry Continues to Achieve Utilities Savings", Nov. 5th, 2013.

2. *Green Building and Property Value - A Primer for Building Owners and Developers*, Appraisal Institute and Institute for Market Transformation, Jan. 2014.

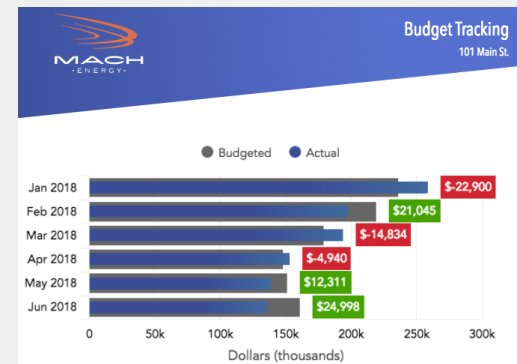
3. "Green Certifications and Building Performance: Implications for Tangibles and Intangibles" by Avis Devine and Nils Kok, *The Journal for Portfolio Management*, 2015; "Do Green Buildings Make Dollars and Sense" by David Pogue from CBRE and Norman Miller, Ph.D. from Burnham-Moores Center for Real Estate University of San Diego, 2009.

4. Appraisal Institute and IMT, Jan. 2014.

**Learn more at [machenergy.com](http://machenergy.com). Schedule demonstration by emailing [demo@machenergy.com](mailto:demo@machenergy.com) or by calling +1 (415) 762-0085 x201.**

*With MACH, we have significantly lowered our energy expenses over the years, as a result of being better informed on energy expenses, and without having to deploy any capital. We get exceptional value from their product, and MACH Energy continues to innovate with new features and capabilities.*

– Craig R. Tagen  
Managing Director,  
Head of Asset Management,  
Clarion Partners, NYC



### ENERGY STAR Integration

MACH Energy Software provides complete integration of your energy information with Portfolio Manager, including automated data uploading and score reporting.



# MACH ENERGY

For Asset Managers

THE BEST  
ENERGY  
MANAGEMENT  
SOFTWARE

## Why Choose MACH Energy Management Software (EMS)?

By the end of year 2015, MACH Energy's EMS has identified \$60M in savings opportunities, and collectively reduced carbon footprint by 361,000 tons of CO<sub>2</sub>. Commercial real estates leaders repeatedly choose MACH over competitive products. **Here are the three most compelling reasons:**

### ONLY WITH MACH ENERGY



#### Highest Value Solution

- Greatest reduction in energy usage with the least effort/investment
- Competitively priced with no capital investment or building set-up fee\*
- By June 2016, identified **YTD** savings opportunities alone surpassing \$9.3M
- Simple tool to help you improve NOI
- No need to invest in separate system(s). Software supports real-time data, gas, steam, and chilled and domestic water, plus tenant sub-metering



#### The Lowest Risk Option

- Helps quickly identify costly issues or potential equipment failures
- Tenant recoverable investment
- Trusted by the best property managers and owners in the business
- Backed by 15-year ENERGY STAR Partner with over 250,000 hours experience lowering energy usage and cost; ENERGY STAR labeled properties are showing up to **16% rental premiums** and **31% sale premiums** compared to non-labeled properties<sup>5</sup>
- Accuracy in prices assured by MACH's utility grade tariff engine

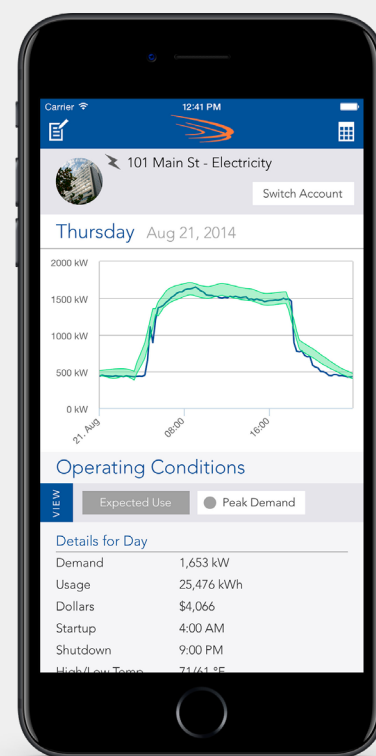


#### The Quickest System to Implement and Use

- Online in days, including training and mobile access
- Automatically identifies and tracks savings and ENERGY STAR opportunities
- Pushed emails for monthly budget/variance report and weekly savings update

## MACH Energy is the Most Trusted Market Leader

Since 2001 commercial real estate industry leaders including Brookfield Properties, CBRE, Clarion Partners, Lincoln Property, and Principal have selected MACH Energy as the easiest, fastest and most cost effective option for reducing energy-related operating expenses.



<sup>5</sup>. Benchmarking and Disclosure: Lessons from Leading Cities, A Better City, Jun. 2012.

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\* Some exclusions apply. Building set-up fee is free for select geographic areas only. Buildings not in approved areas can install a real-time connection, or MACH Energy can turn-key it for an additional fee.