



Dear _____,

Congratulations on taking the first step toward installing energy efficiency products at your business. We cannot wait to show you just how much you can improve the efficiency of your **HVAC and/or walk-in coolers and freezers** and save money for your business!

The attached agreement details the process of our proof of concept program, a no-cost, no-obligation trial period for you to see how these products can reduce energy use and cut costs for your business. At the conclusion of the trial period, you'll be provided with detailed side-by-side comparisons of your energy use and cost both before and after product installation, so you can easily see how much you can save with these products.

Please read and sign the attached agreement, after which we can begin the process, which is fully detailed in the agreement. We've also outlined the process below, and are happy to answer any additional questions you may have.

Phase 1:



Madison Energy Group installs meters at **1/2 client location(s)** to measure baseline energy consumption:

- EKM omni-meters will be connected to the HVAC units; and/or
- Dent TOU meters will be connected to the walk-in coolers and freezers.



Energy consumption of the units will be measured for a period of **14 days**.

Phase 2:



The EnerG2 and/or IntelliHVAC technologies will be installed on the units. Energy consumption will be measured for an additional period of **14 days**, after which the measurement equipment will be removed.



Metering data will then be downloaded and forwarded to a third-party HVAC engineer, Craig Andes of Tower Engineering, and a third-party refrigeration engineer, Phillip Stewart of HMS Engineering. These two experts will compile a transparent, comparative analysis that will include raw data as well as screenshots from the meter.



This report and a full project proposal will be delivered to _____ for review.

Conclusion:



At the conclusion of the proof of concept program, you and your business stakeholders can review the data and determine whether it makes sense for your business to move forward with the full project.

More details on each step are included in the attached contract. We look forward to working with you!

Sincerely,



PROOF OF CONCEPT CONTRACT

This contract summarizes the terms and conditions of the proposed Agreement between _____, (hereafter "Client") and The Madison Energy Group (hereafter "Vendor").

1. NATURE OF AGREEMENT

The purpose of the project outlined in this agreement is to prove the efficacy of the EnerG2 and IntelliHVAC technologies and to determine how well these technologies will perform for the Client's HVAC system and walk-in coolers in regard to the reduction of energy (kWh) consumption and maintenance expense reduction. The Client agrees to engage Vendor to provide a demonstration of Vendor technologies on a trial basis. The Client will provide to Vendor access to Client equipment as detailed in Section 2, Phase 1, of this agreement.

2. PHASES OF PROJECT

Phase 1: Measure Baseline Data

A. Identify and Test Equipment

I. Walk-in Coolers and Freezers

- a. Work with Client to identify walk-in equipment
- b. Ensure unit is operating properly (normal duty cycle, no visible ice, reaches set point)
- c. Ensure thermostat is accessible and compatible
- d. Ensure compressor motor is accessible for data logger connection
- e. Record unit information, including Type, Manufacturer and Model No.

II. HVAC Unit

- a. Locate power source at the compressor
 1. Single phase (hot lead), or
 2. 3 phase (1 of 3 hot leads)
- b. Locate power rating (amperage/voltage) on compressor nameplate
- c. Record on data sheet: phases, volts and amps
- d. Record pilot start date and time on datasheet

B. Record Baseline Data

- I. Install Dent TOU CT Logger or EKM Omni-meter V3
- II. Record Baseline Data – 7 days
- III. Validate baseline data

Phase 2: Measure Performance Data

- A. Install Madison technology
- B. Record install start date/time
- C. Record Performance Data – 7 days
- D. Validate Performance Data
- E. Record pilot ending date/time
- F. Analyze results



3. INSURANCE

The Madison energy Group will function under its own business general liability policy and will indemnify Client during the proposed project.

4. PROJECT DELIVERABLES

At the conclusion of Phase 2, Vendor will deliver to Client a detailed proposal that includes the following information for Client consideration:

- Detailed saving analysis
- Third-party engineer certification
- Seasonal and weather adjustments
- Projected run hours and cycle reductions
- Mechanical cost savings per month
- Return on investment analysis
- Pricing and finance options

5. PAYMENT AND TERMS

Client agrees to purchase two of each unit (EnerG2, IntelliHVAC, ASHDC) for a minimum of two locations for the pilot program measurement and verification as well as installation labor (to be calculator based on projectA). All travel expenses will be absorbed by Viv/Madison. Upon completion of the pilot, if the results do not meet the performance metrics set forth below, client is entitled to a full refund for the cost of equipment.

- EnerG2 - 15-25% energy reduction
- IntelliHVAC - 10-30% energy reduction
- ASHDC - 50-80% energy reduction

Client is under no obligation to work with Vendor at the conclusion of the proof of concept period.

Business name:

Decision Maker / Contact Person:

Title:

Main phone:

Cell phone:

Email:

Business Address:

City:

State:

Zip:

Pilot program location (if different from above):

City:

State:

Zip:

Name:

Signature:

Date: