

SOLUTIONSD DYNAMICS



**Achieve energy/sustainability goals &
increase profit – Guaranteed!**

Who Is Solution Dynamics?

- Experienced Energy Professionals
- Well established business > 14 yrs.
- Well over 100 years combined professional energy experience
- An independent service provider
- Detailed understanding of industrial processes and commercial facilities
- Extensive experience in a wide variety of production facilities
- Focused on risk free programs to achieve savings.
- Professional organization with an attitude of customer service.



A Few of Our Customers:

- Unilever
- North American Lighting
- Gray Automotive Products
- H.J. Heinz
- Astaris Chemicals
- Owens Corning
- Prairie Farms
- Detroit Diesel Corporation
- Anchor Hocking
- Greif
- Atlanta Hartsfield Airport
- Land O'Lakes

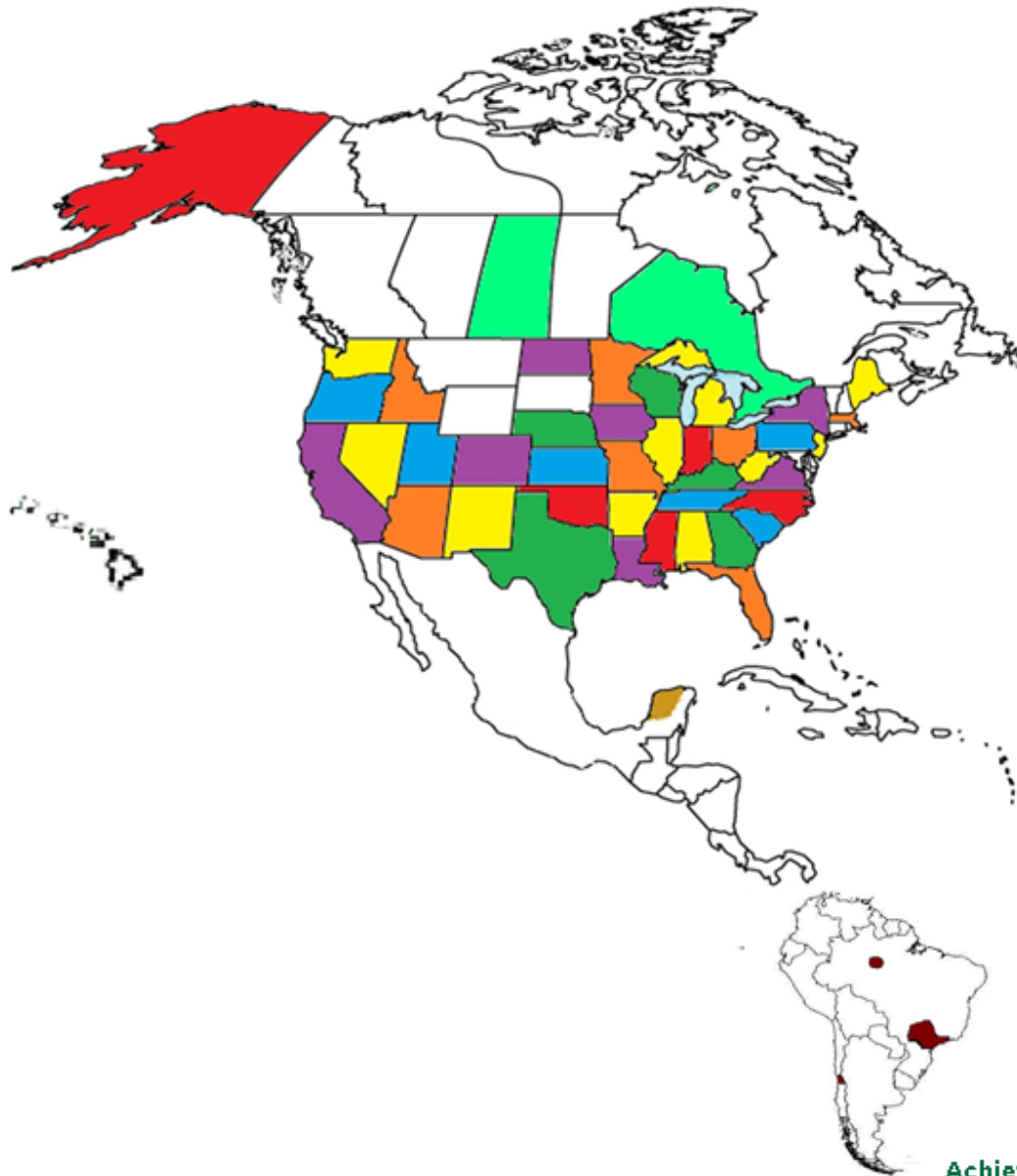


Energy is our business



Industrial Assessment Center





BRAZIL

Manaus
Osasco
Rio de Janeiro
Santo Amaro
Sao Paulo

CANADA

Saskatoon, Saskatchewan
Toronto, Ontario

CHILE

Pudahuel

MEXICO

Mérida, Yucatán

UNITED STATES

43 States and Counting

Typical Services We Offer

- Provide both traditional capital based opportunities & LCHV / Operational programs
- Strategic Planning for realistic goal setting successful corporate programs
- Identification of cost effective energy cost reduction opportunities
- Detailed cost and savings analysis – provides “investment grade” quantification to minimize financial uncertainty & risk
- Utility rebate administration
- Turnkey implementation services to obtain savings
- Custom M&V plan development to verify savings to customers satisfaction
- CDP filing
- Supply side services
- Training, Best practices, and Portfolio leveraged programs

Common Areas of Opportunity

- Refrigeration
- Compressed air
- Heat recovery
- Lighting
- VFD's
- Steam systems
- Pumping & Fans
- HVAC
- Supply side
- Demand control & thermal storage
- Water & waste water reduction
- Glycol, Chilled, and Hot water systems
- Co-Generation / Fuel switching





Solution Dynamics' Differentiators

- Extensive experience in the industrial and manufacturing sector.
- Deep and wide expertise to evaluate the entire facility, not just isolated systems.
- **We find more savings at a better ROI for our customers.**
- We stand behind our work with savings guarantee options – don't just do a report then take our fee and leave, we stand behind our recommendations.
- Our standard process uses a risk free structure where customer keeps 100% of the savings with no long term binding commitments.
- Strategic planning services, KPI development & “SMART” goal setting.
- Financial analysis provided to build powerful business cases.
- Can facilitate third party financing, if desired.
- An open and flexible approach to working with our clients
- Results driven because results is what matters most.

*“We provide the Resources, Experience, and Expertise to **achieve** documentable savings in a timely and cost effective manner.”*

Basic 4 Step DSM Process



Step 1 = “Listen & Learn”

ROI targets, Goals, Energy use & Price, Sites, & Processes

Step 2 = “Identify, Prescreen, & Prioritize”

Look at entire facility or portfolio

Necessary to understand systematic interrelations between opportunities

Step 3 = “Quantify”

Investment Grade Analysis is Critical

Step 4 = “Achieve”

Implement, Monitor, Measure and Verify

Risk Free Approach

1. SD often uses a “risk free” approach with our customers where we manage to economic goals as we go through the steps of the process to be able to achieve savings for the customer.
2. This is a measured and staged approach geared toward helping the customer achieve results.
3. Customer can exit process at anytime and is only required to pay for the services rendered to date.





Customer Value

- Because of our experience and expertise we are able to identify significantly more savings than other potential competitors providing extensively more value for the cost of services.
- Allow internal resources to effectively leverage their limited time focusing on what they know and do best.
- New equipment/capital improvements based on a solid business cases
- Often better control and more reliable energy infrastructure
- Identify the opportunities with the best value and then prioritize efforts
- Utilize processes & structures which minimize customer risk for success
- A documentable and traceable approach to reduced environmental impact and carbon footprint
- Profitable returns to improve bottom-line financial performance and/or industry competitiveness

Proven Energy Efficiency Partner

Proven processes
Proven expertise
Proven results



Contact Us: 888-435-9226
We get energy savings done!