



# BEST Partner Secures \$500m Deal With USA Schools District

## Brief Overview

BEST partner Minimise USA provide an interesting and rapidly evolving case study. The project fee is obviously striking, but perhaps even more impressive is the model being offered to the client - a US schools district - to make it happen.

The model Minimise are offering their client (Hillsborough Schools District) gives that client not only no upfront costs, but it gives them a portion of their energy savings paid to them in a lump sum... right at the start.

## Products



## Key Benefits

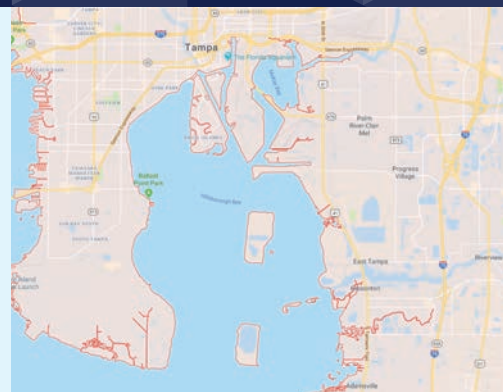
-  Reduced Maintenance
-  Consumption Monitoring
-  Up-Front Savings Pay Out
-  No Capital Investment

<b>BEST Partner</b>	<b>Minimise USA</b>
<b>Project Value</b>	<b>\$500m</b>
<b>Number of Locations</b>	<b>270</b>
<b>Project Cost to Client</b>	<b>\$0</b>

## The Project

To date, this is the single biggest energy project secured by a BEST partner. It is a remarkable achievement, and one that has Eniscope at its heart.

The project involves several phases of LED lighting installations, providing substantial energy bill gains - as well as much improved quality of light for the students inside. At the time of writing, this stretches to 40,000 new lights across the School District, with many more in the pipeline. And remember, at absolutely no cost to the client.



## The Role of Eniscope

Eniscope's first role is at the start of the project, before anything has been installed. Using accurate, itemised, real-time data from the Eniscope platform, an energy consumption benchmark is set. The data is so reliable, that this figure is implicitly relied upon by all parties of the agreement; the district, the BEST partner and the financier.

Once the project is underway, the Eniscope devices remain in place - providing a constant flow of real-time data on energy consumption. That helps the client identify and verify new ways to save energy over the length of the contract, and even helps with preventative maintenance; the Eniscope's alarms are used to identify faulty equipment remotely and guide engineer visits.

## The Results

By current projections, Hillsborough Schools District stand to save around \$8 million per year on their electricity budget. And with more new measures in the pipeline, still at no cost to the client, this could still grow considerably.

Naturally, more schools districts in the USA are acutely interested in this model and negotiations are underway to roll this out deeper into the country.



***“The first objection when you sit down with anyone is ‘I don’t have the money to pay for these installations’, so the key to our business model is to take the money decision out of the equation of selling. ”***

***“We produced a model whereby the energy savings would pay for the installations, but we also went a step further. We offer a share of the savings that our technologies create, verified by the Eniscope, and we pay them up front. We’re actually paying the customer to do business with us!”***



Danny Badran  
CEO at Minimise USA

