

Method 2 Worksheet

Expense Description	CleaResults	Annual Quantities	Annual Expense	ConSol	Annual Quantities	Annual Expense	Avg Cost Per Unit	
							ClearResults Avg cost	ConSol Avg Cost
Online Assessment Qty 4000	\$ 107.00	2000		\$ 10.00			\$ 92.50	\$ 10.00
Online Assessment Qty 5000	\$ 78.00			\$ 10.00				
Online Assessment Qty 6000 (Co-Pay)	N/A			\$ 10.00				
HERS II Lite Qty 4000	\$ 500.00	1200		\$ 275.00			\$ 462.50	\$ 300.00
HERS II Lite Qty 5000	\$ 425.00			\$ 300.00				
HERS II Lite Qty (Co-Pay) 6000	N/A			\$ 325.00				
HERS II Qty 4000	\$ 600.00	800		\$ 450.00			\$ 537.50	\$ 550.00
HERS II Qty 5000	\$ 475.00			\$ 550.00				
HERS II Qty 6000 (Co-Pay)	N/A			\$ 650.00				
Opportunity Assessment	\$ 2,000.00			\$ 850.00			\$ 2,000.00	\$ 1,016.67
				\$ 1,000.00				
				\$ 1,200.00				
ASHRAE Level 1 (Less than 50,000 sqft)	\$ 3,400.00	68	\$ 231,200.00	\$ 2,400.00			\$ 6,325.00	\$ 3,966.67
ASHRAE Level 1 (Less than 100,000 sqft)	\$ 6,400.00	13	\$ 83,200.00	\$ 3,800.00				
ASHRAE Level 1 (Less than 150,000 sqft)	\$ 7,100.00	5	\$ 35,500.00	\$ 5,700.00				
ASHRAE Level 1 (Less thank 200,000 sqft)	\$ 8,400.00	4	\$ 33,600.00					
ASHRAE Level 2 (Less than 50,000 sqft)	\$ 5,900.00	23	\$ 135,700.00	\$ 2,800.00			\$ 10,400.00	\$ 5,333.33
ASHRAE Level 2 (Less than 100,000 sqft)	\$ 9,900.00	4	\$ 39,600.00	\$ 5,200.00				
ASHRAE Level 2 (Less than 150,000 sqft)	\$ 11,900.00	2	\$ 23,800.00	\$ 8,000.00				
ASHRAE Level 2 (Less thank 200,000 sqft)	\$ 13,900.00	1	\$ 13,900.00					
One Time Start Up Cost	\$ 166,000.00	1	\$ 166,000.00				\$ 19,817.50	\$ 11,176.67
Monthly Services Fee	\$ 56,953.00	12	\$ 683,436.00				100%	56.40%
Home Energy Profile (Less than 2000 sqft)				\$ 10.00	4315		Annual Administration	
Home Energy Profile (2000 to 3000 sqft)				\$ 10.00			CleaResults	ConSol
Home Energy Profile (Over 3000 sqft)				\$ 10.00				
Phone Consultation (Less than 2000 sqft)				\$ 65.00	215		\$ 683,436.00	\$ 360,249.00
Phone Consultation (2000 to 3000 sqft)				\$ 65.00				
Phone Consultation (Over 3000 sqft)				\$ 65.00				
HETU Lite (Less than 2000 sqft)				\$ 275.00	4015			
HETU Lite (2000 to 3000 sqft)				\$ 300.00				
HETU Lite (Over 3000 sqft)				\$ 325.00				
HERS II (Less than 2000 sqft)				\$ 450.00				
HERS II (2000 to 3000 sqft)				\$ 550.00				

HERS II (Over 3000sqft)				\$ 650.00	85	
HETU Lite (Report Only)				\$ 69.00		
HERS II (Report Only)				\$ 179.00		
Report Re-Run (Report Only)				\$ 50.00		
HETU Lite (Door to Door Marketing Per Home)				\$ 20.00		
HERS II (Door to Door Marketing Per Home)				\$ 20.00		
Home Energy Profile (Door to Door Marketing Per Home)				\$ 15.00		
Benchmarking Typical Building (One Meter)				\$ 850.00	6	\$ 5,100.00
Benchmarking Typical Building (Two Meters)				\$ 1,000.00	1	\$ 1,000.00
Benchmarking Typical Building (Three Meters)				\$ 1,200.00	1	\$ 1,200.00
Web Based Small Commercial Buildings				\$ 1,700.00	1	\$ 1,700.00
Web Based Medium Office Buildings				\$ 2,700.00	1	\$ 2,700.00
Web Based Large Office Buildings Or Industrial Process Facilities				\$ 4,000.00	1	\$ 4,000.00
BOMA Lighting Audit				\$ 2,900.00	8	\$ 23,200.00
ASHRAE Level 1 Small Commercial Buildings				\$ 2,400.00	6	\$ 14,400.00
ASHRAE Level 1 Medium Commercial Buildings				\$ 3,800.00	39	\$ 148,200.00
ASHRAE Level 1 Large Office Buildings Or Industrial Process Facilities				\$ 5,700.00	30	\$ 171,000.00
ASHRAE Level 2 Audit				\$ 8,000.00	6	\$ 48,000.00
ASHRAE Level 2 Lighting Audit Only				\$ 2,800.00	1	\$ 2,800.00
ASHRAE Level 2 HVAC Audit Only				\$ 5,200.00	1	\$ 5,200.00
ASHRAE Level 2 HVAC And Lighting Only				\$ 8,000.00	1	\$ 8,000.00
ASHRAE Level 2 Chiller ECM Or Similar				\$ 8,000.00	1	\$ 8,000.00
HETU Support Services (Not To Exceed Annual \$120,160)				\$ 10,000.00		\$ 120,160.00
Rater Direct HETU Marketing				\$ 77,066.00		\$ 77,066.00
HETU Project Management				\$ 120,589.00		\$ 120,589.00
BETU Marketing Not To Exceed 6% Of Commercial Budget				\$ 36,000.00		\$ 36,000.00
BETU project Mngt, Cord & Adm NTE 20% of Comercial budget				\$ 119,500.00		\$ 119,500.00
Annual Proposal Total						

Notes;

This review was based on the proposals provided by each firm, the intent with this review is to evaluate and obtain an average cost for like deliverables. The light blue shaded boxes under CleaResults and Consol were used to obtain the average in the far right light blue boxes. Based on the deliverables average the ConSol proposals shows a 43.6% deliverables savings over CleaResults. The yellow shaded boxes identify the administration portion of each firms proposal, the ConSol administration cost shows a 47.3% savings compared to CleaResults.