

# Energy & Sustainability Strategies for Commercial Real Estate

Commercial real estate firms face a myriad of sustainability management challenges. They operate a broad portfolio of properties that typically run disparate—and often legacy—systems. Utility offerings and billing systems are inconsistent and geographically dispersed. System and process disparity, in turn, lead to incomplete visibility into inconsistent data.

These challenges inhibit commercial real estate firms from gaining the data visibility and insight necessary to drive operational and sustainability improvement. As data gathering and analysis technologies advance and the focus on sustainability intensifies, the commercial real estate market is pressured to take a close look at their holistic, long-term energy reduction and sustainability strategies. When expected improvement isn't achieved and demonstrable, the pressure from investors, real estate owners, tenants, environmental advocacy organizations, and regulatory agencies only grows.

With modern data aggregation tools monitoring utility spend and consumption combined with personal utilities market expertise, commercial real estate firms can overcome their struggle to determine the most effective path forward.

## Deliver Stakeholder Value, Tenant Satisfaction

Most commercial real estate firms aren't equipped with the analytics tools and dedicated in-house expertise required to glean actionable insights from their utility bill and facilities data.

That's where ENGIE Insight comes in. Our deep expertise in energy management, combined with our proprietary cost and consumption data warehouse, make ENGIE Insight uniquely qualified to help commercial real estate firms gain control of their utility spend and move confidently forward on a strategic sustainability plan.

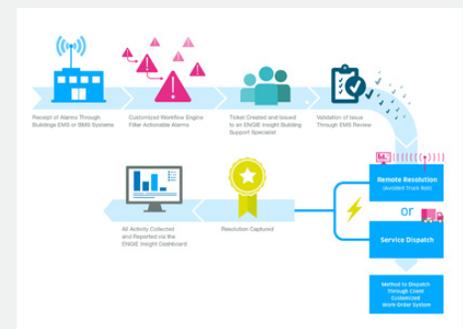
In addition to bottom-line savings, ENGIE Insight experts have helped these organizations reduce risk, increase asset value, and communicate their successes to internal and external stakeholders. We help you achieve these results by leveraging the following elements of the ENGIE Insight Platform:

### Expense & Data Management

ENGIE Insight's Expense & Data Management offerings for commercial real estate firms create visibility into property expenses to both ensure tenant reimbursement and inform investment strategies. ENGIE Insight aggregates expense processing and analysis, service management, and budget and accruals across the spectrum of payables for your entire enterprise, no matter how disparate or complex.



**Our 20+ years of experience consulting clients with large, distributed portfolios has driven \$2.1B in cost savings for ENGIE Insight clients since 2013.**



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# Energy & Sustainability Strategies

Our holistic management approach reduces costs, improves on-time payments, and responsibly manages your risk. As you new assets are acquired and others divested, ENGIE Insight experts ensure a seamless transition, maximizing your savings and preventing service delays at your facilities.

## Energy Supply Management

With a deep repository of energy market analytics and unparalleled market analytics reporting tool—backed by insight from our unequaled team of energy market experts—ENGIE Insight stands ready to help our clients optimize their energy sourcing strategies. With ENGIE Insight informing your energy sourcing strategies, you'll simultaneously reduce your expenses and manage your properties' energy risk profile.

## ENGIE Insight Advisory Services

ENGIE Insight's energy management and sustainability experts can guide the development of a tailored, long-term strategy that helps you increase net operating income, build asset value, and achieve your sustainability goals. The knowledge of our diverse team of industry experts is second-to-none and applied to each phase of your project, from planning and implementation to measurement and reporting.

## Total Waste Solutions

Regardless of how geographically dispersed your facilities—or how many independent waste service providers you contract with—Total Waste Solutions from ENGIE Insight can help you reduce your waste costs and environmental impact. Implementation of a comprehensive waste stream management program ensures both social responsibility and compliance with waste disposal regulations, while the management of your waste service provider procurement ensures the highest quality service available at the lowest rate, possible. To further mitigate your environmental impact and save additional waste disposal costs, we can help you implement strategies to optimize tenant-specific waste disposal and billing. For instance, rather than charging grocery, retail, and residential tenants for waste services on a square footage basis—which doesn't accurately reflect actual waste generated—ENGIE Insight's unbiased audits enable our clients to cite 3rd party data that correlates waste generation with costs. These insights can then inform waste diversion strategies that lower tenant costs.

## Inspire Action, Drive Bottom-Line Results

The commercial real estate firm's prime objectives—which include operating income improvement, increased asset valuation, investor returns, risk mitigation, and corporate brand enhancement—require granular management of property-level performance. The data and insight unlocked by ENGIE Insight enable that management, driving well-informed strategic sustainability plans, documented performance of energy efficiency and sustainability performance initiatives, and impactful communication to investors.



### Data:

Reveals more opportunity



### Insight:

Reshapes business strategy



### Action:

Reveals results



### Powerful Results

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