

The Process

The discovery call, the in-depth analysis, and how verified value accrues

Nothing is committed on a first conversation and no fee arises at any point in the assessment. The first call establishes whether a material opportunity exists; the in-depth analysis quantifies it precisely. Both are undertaken at our cost.

STAGE ONE — THE DISCOVERY CALL

Forty-five to sixty minutes, mapping the specific opportunity across three areas:

- **Contracts and warranty** — what the service contracts actually cover, when they renew, how old the plant is.
- **Energy and consumption** — who holds the contract, what the site actually consumes, how the BMS is configured.
- **Maintenance and compliance** — reactive against planned split, downtime, compliance documentation.

USEFUL TO HAVE TO HAND — NONE OF IT ESSENTIAL

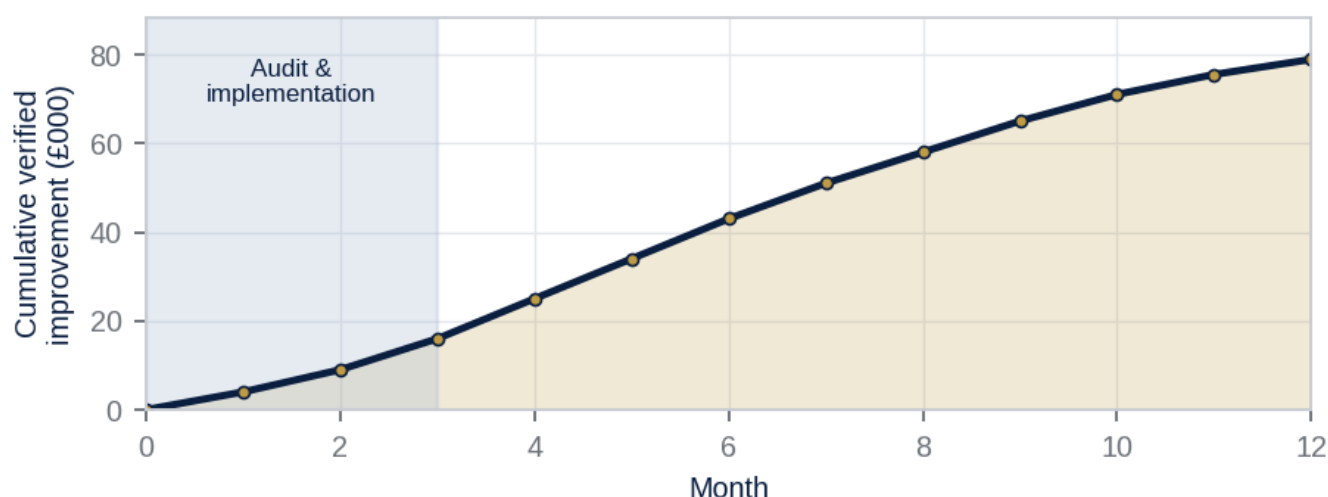
Current service contract schedule and renewal dates · plant age and warranty position · annual energy spend and consumption if held at site · reactive versus planned work order split.

STAGE TWO — THE IN-DEPTH ANALYSIS

WEEK	WORK
Week 1 Disaggregation	Every line in scope broken down and measured — cost, labour, consumption, compliance and systems as applicable to the department.
Week 2 Benchmarking	Each measured line benchmarked against top-quartile performance for comparable properties. Every gap monetised to a precise annual figure and ranked by value and speed of realisation.
Week 3 Plan	A written improvement plan with specific actions, named owners and timings, plus the proposed partnership structure including baseline and measurement method.

HOW VALUE ACCRUES

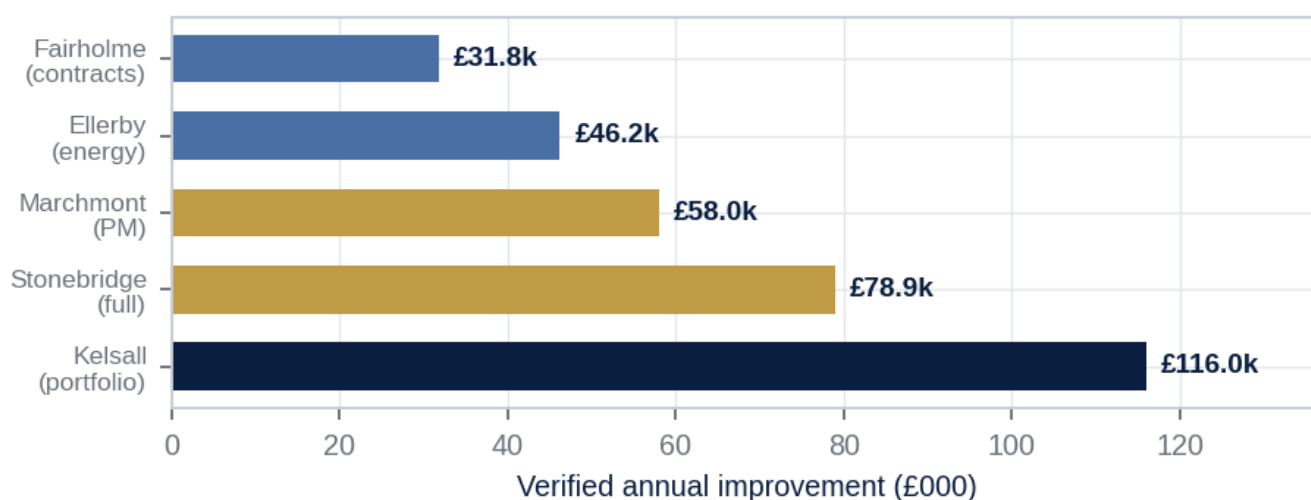
Illustrative accrual — nothing shared until verified



Illustrative accrual profile. The first months are audit and implementation; improvement builds through the year and nothing is shared until verified against the agreed baseline.

WHAT OUTCOMES HAVE LOOKED LIKE

Illustrative partnerships — year-one verified improvement



Illustrative partnerships. Programme scope drives the spread — single-lever engagements sit at the lower end.

REAL-WORLD Klarent Hospitality — AI-enabled energy management

Result: 30% energy reduction and \$1.26M annual saving from structured six-lever engineering analysis.

Achieved through configuration and scheduling rather than capital replacement, which is why the payback period was immediate.

Source: Klarent Hospitality — Energy Management Programme

WHAT HAPPENS AFTER

- **The analysis is yours regardless.** The numbers and the plan remain with the property whether anything proceeds or not.
- **Nothing starts without written sign-off** on baseline, scope, measurement method and shares.
- **Implementation runs with the engineering team**, not to them — changes the team does not own do not survive the first difficult week.
- **Monthly verification** against baseline, reported to the General Manager, the Chief Engineer and ownership.
- **Renewal is annual and optional.** The infrastructure remains with the property either way.

GOVERNANCE

Baseline, scope, measurement method and share proportions are agreed in writing before implementation begins. Verification is monthly and reported to the General Manager and ownership. No improvement is shared until it has been attributed and verified against the agreed baseline.

You finish the first conversation knowing exactly what is available in the department. That part costs nothing and carries no obligation whatsoever.