

SEM Premium

Large industrial & commercial

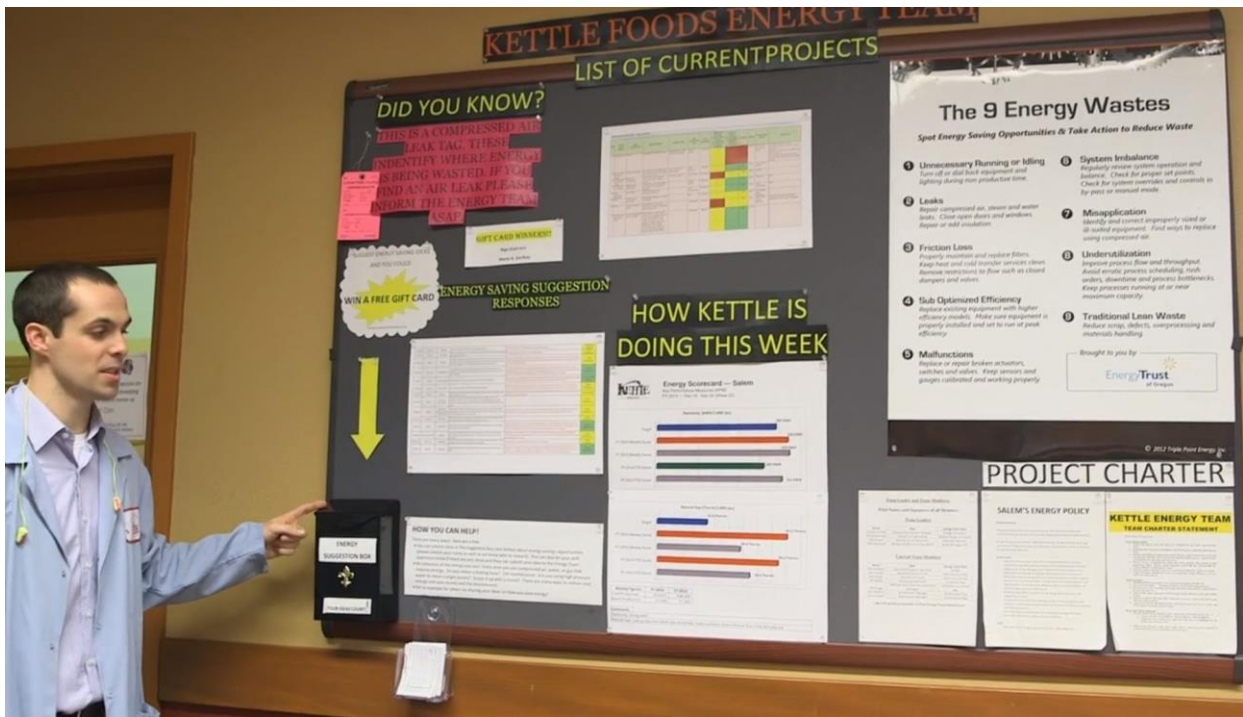
SEM Lite

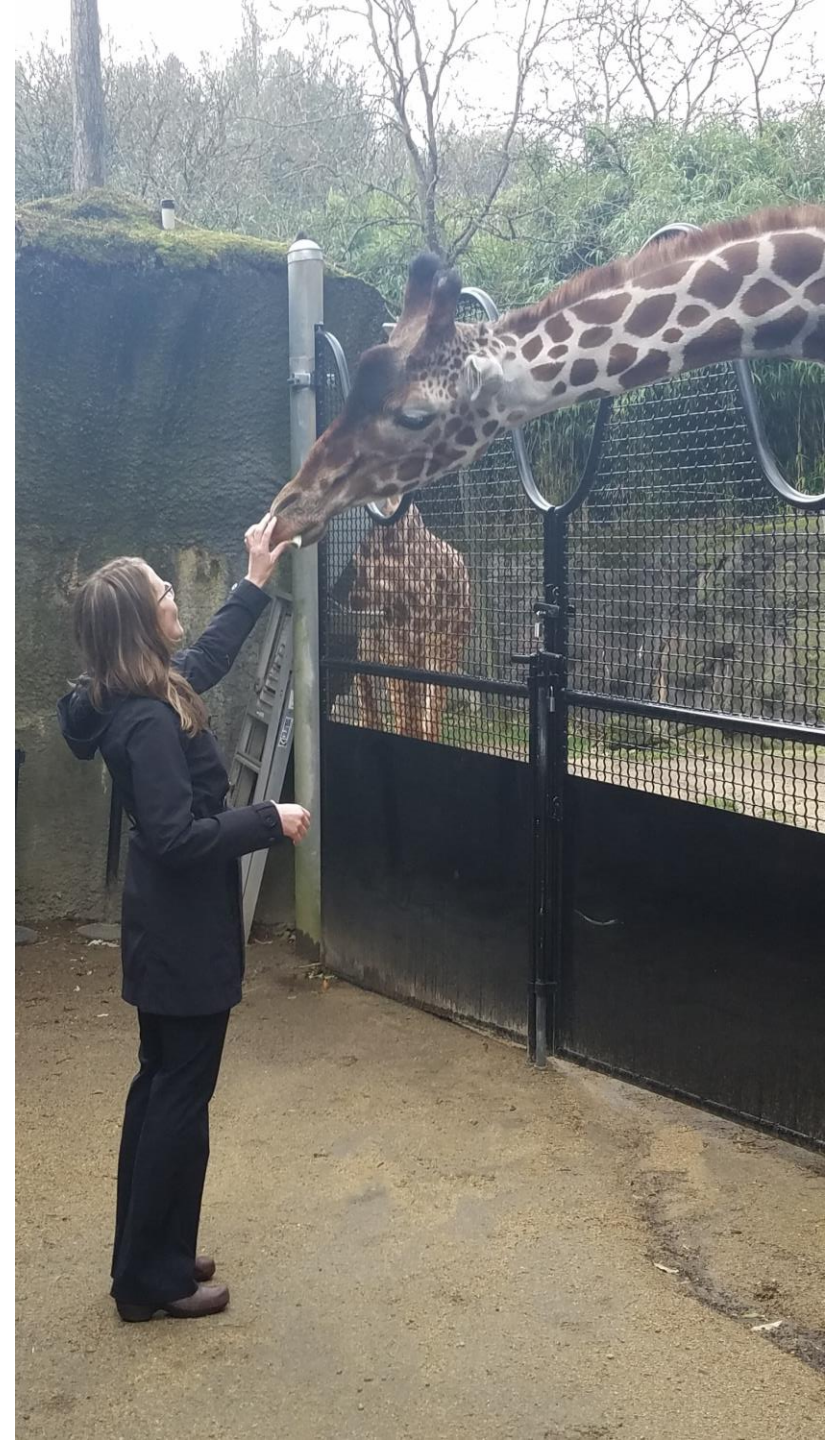
Small/med commercial & industrial

SEM Portfolio

Education (K-12, community colleges)
Retail & distribution centers

SEM Alumni Group





Medford School District Strategic Energy Management



Medford School District Strategic Energy Management



Benefits Carry Beyond Efficiency

Utility

Energy Savings

“NSR”- O&M Savings

More Capital Projects

End Customer
Satisfaction

Deeper Relationship

Long Term
Planning Horizon



**“Not everything that
counts can be counted”**
- William Bruce Cameron

Customer

Energy Savings

Reduced Maintenance
Costs

Reliability &
Performance

Safety

Competitiveness

Good Citizen PR