



The 2020 Gauntlet

Perspective from a Virtual-Delivered Program

Midwest Energy Solutions Conference

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Our Time Together



Virtual Commissioning™ Foundation



COVID-19 Community Assistance



Lessons Learned and Insights Gained



Continued Investments



Toolbox Recommendations

VCx™ Foundation



Data Analysis



Virtual Engagement



Implementation Support



Verified Impacts



Build It!



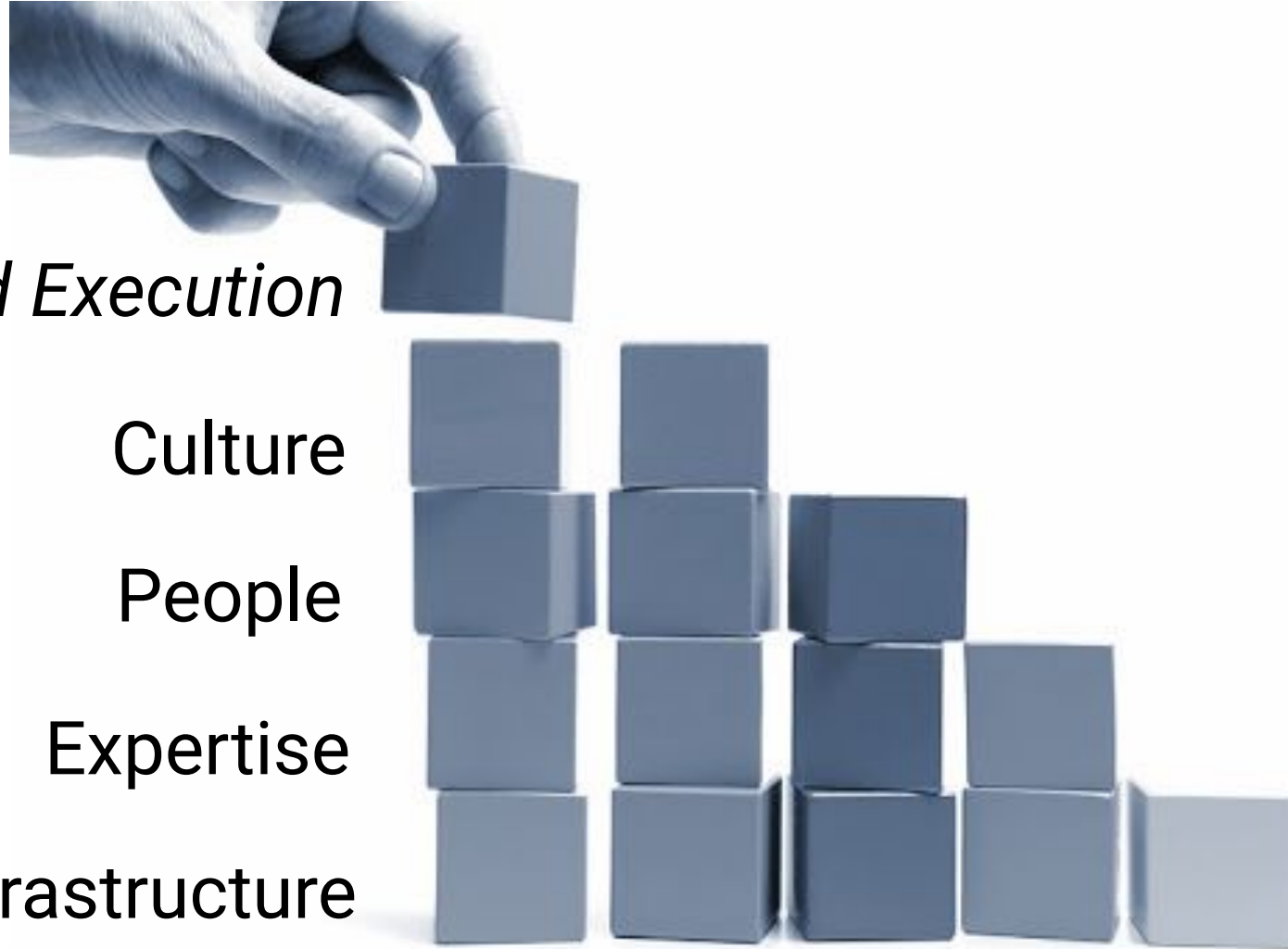
Ideas and Execution

Culture

People

Expertise

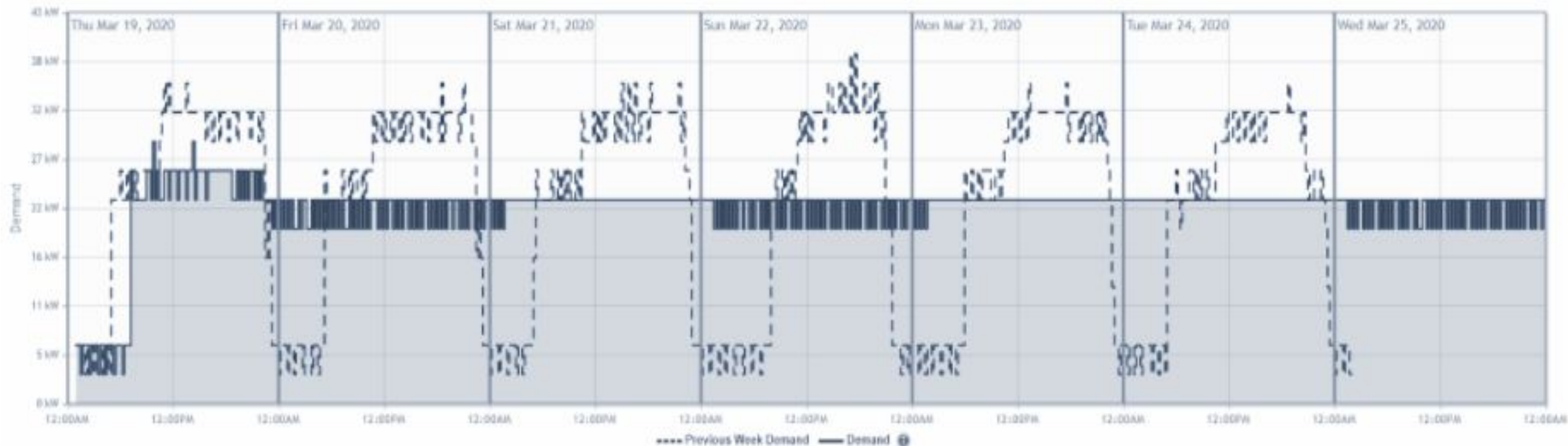
Infrastructure



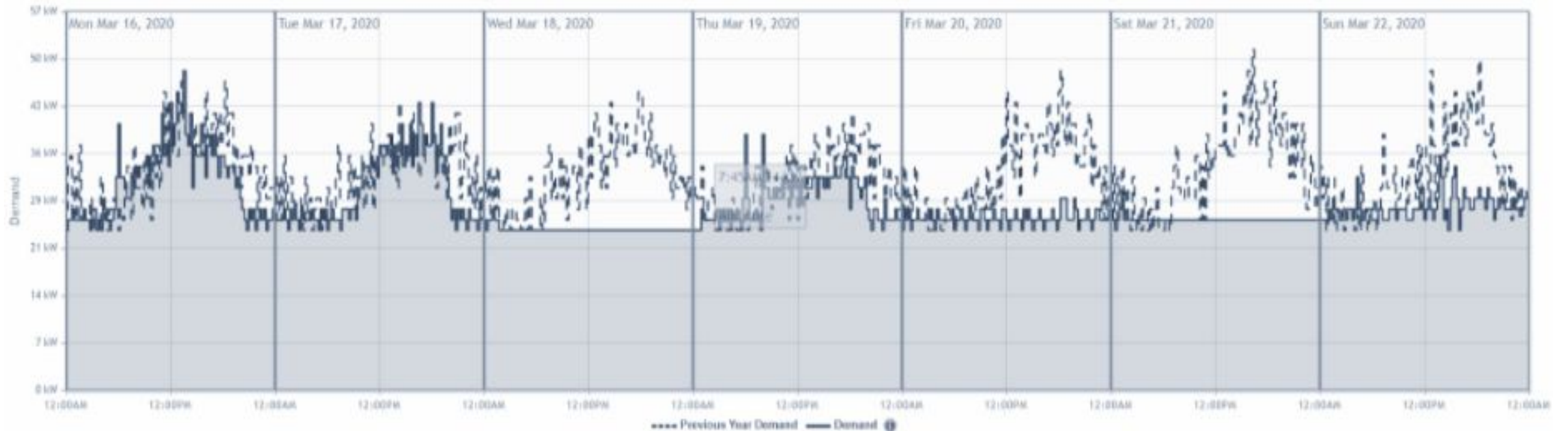
Community Assistance Effort



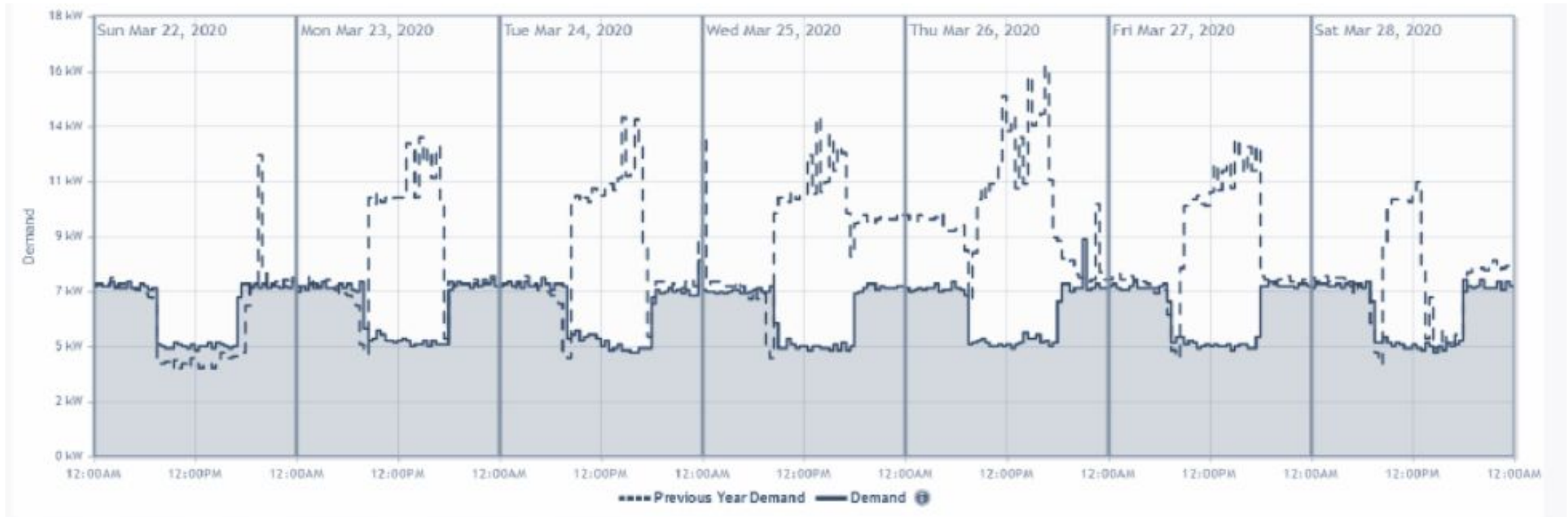
The Reverse Pattern



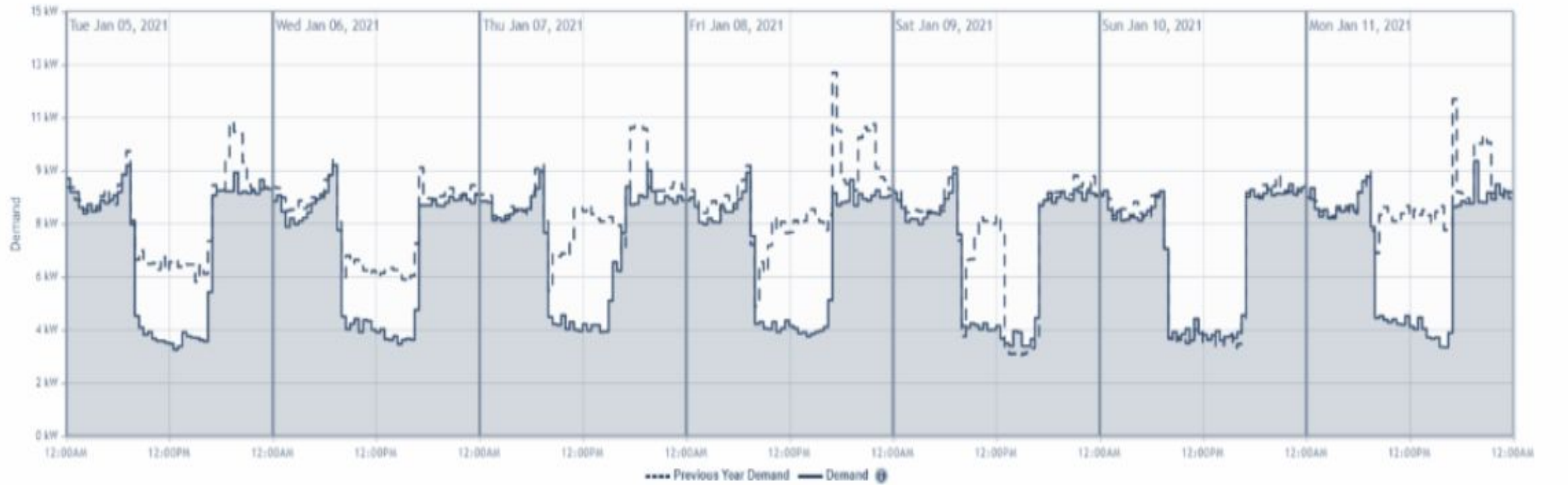
The Quick Lockup



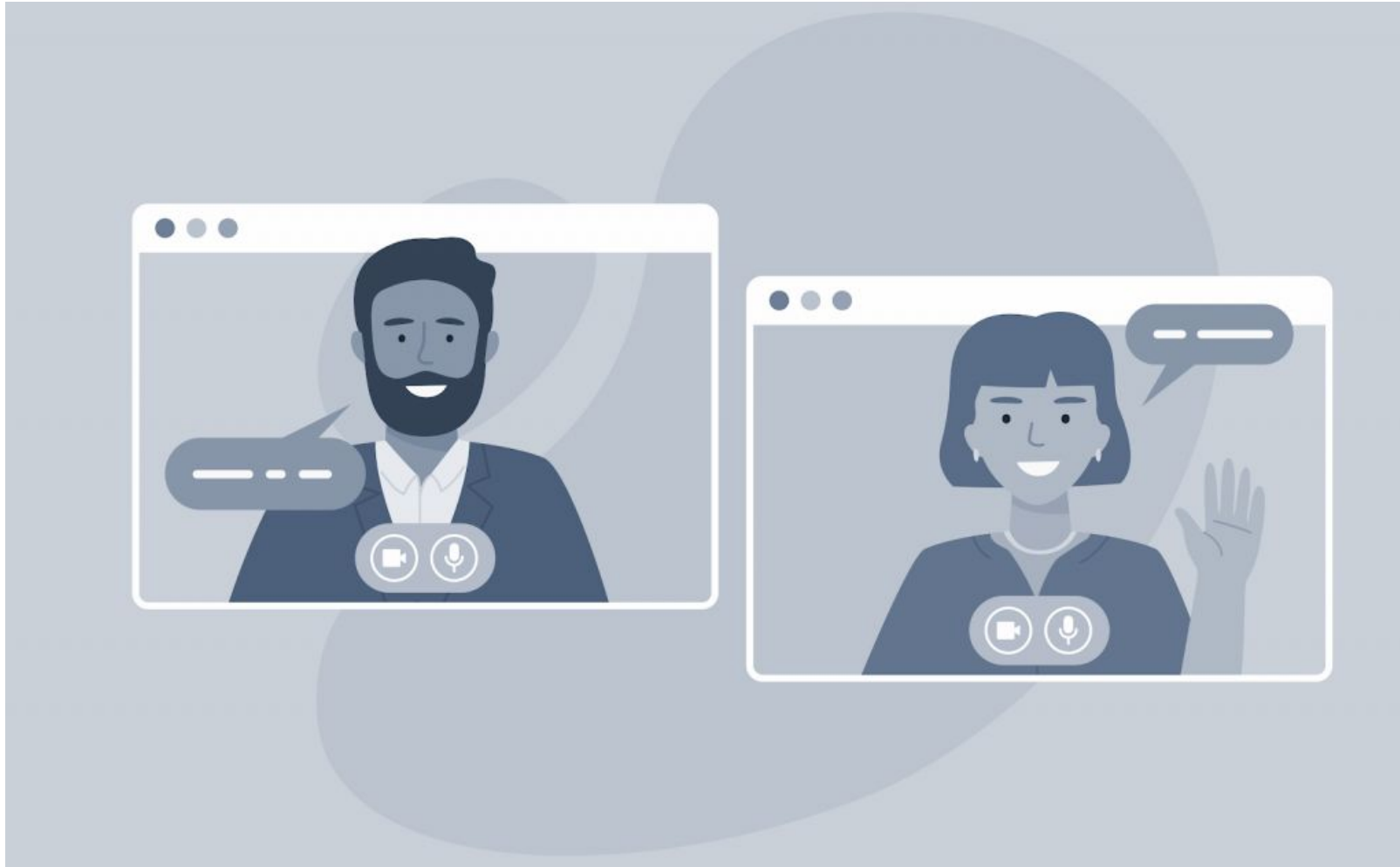
The Good Shutdown



The Return



A New Normal



Continued Investments



Data Driven



- ★ Site Selection
- ★ Savings Persistence
- ★ Energy-Saving Recommendations

Customer Engagement



- ★ Supportive Relationships
 - ★ Deeper engagement
 - ★ and service
- ★ Informative for improvement

Success as Proof





Thank You!

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