



***What to Expect  
When Working With an Energy  
Services Company***

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# Today's Discussion

- Transparency
- Collaboration
- Team Resume
- What We Expect

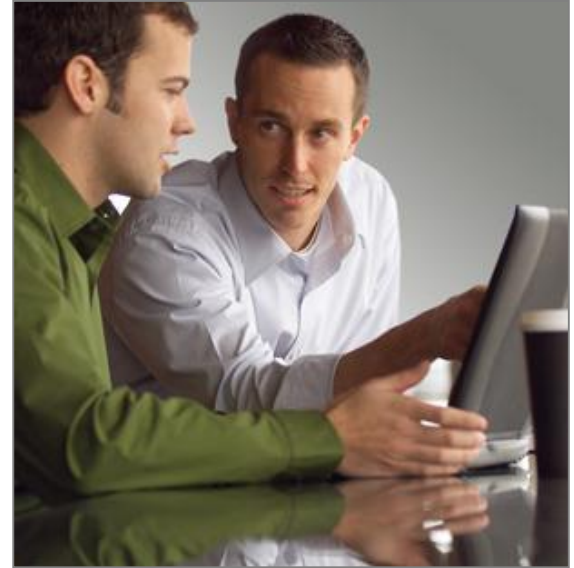


# Transparency



# Collaboration

1. **Client Center**
2. **Power of the Team**
3. **Transparency**
4. **Vendor Neutral**
5. **Financial Acumen**



# Team Resume

1. **Subject Matter Experts**
2. **Individual Resumes**
3. **Client Centered**
4. **Delivery History**
5. **Financial Acumen**



# What the ESCO Expects

- 1. Interest Is Genuine**
- 2. Clear Issue**
- 3. Actionable Solution**
- 4. Funding is Available**

