



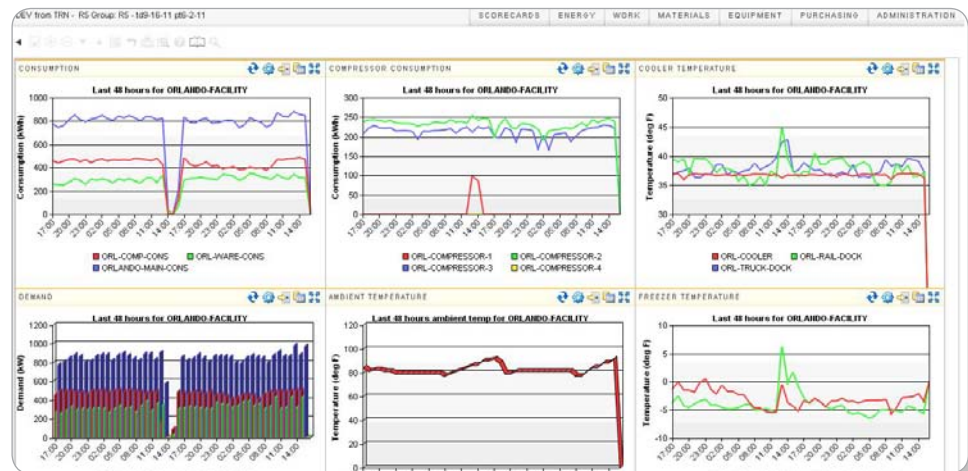
# ADVOCO ENERGY SOLUTION

*The Key to Managing Your  
Company's Power Usage*

Around the world, awareness is rising fast that energy usage is costing us more than just money—it could be costing us the very health of our planet. As a result, governments are pursuing policies that will penalize energy waste and encourage faster adoption of non-fossil fuels. What does all this mean for your business? Simple. Going forward, energy use, already a significant cost, will become more expensive and, therefore, critical to monitor, control, and reduce wherever possible. Unfortunately, traditional Enterprise Asset Management (EAM) solutions can give you insight into only 35% of your asset expenses, but they traditionally don't track energy consumption, by far the largest expense in most operations and maintenance budgets.

A rapidly growing focus on energy and environmental awareness has opened opportunities and challenges for management. These challenges and drivers include:

- Rising utility costs
- Lack of automated energy data measurement (devices, historical data, etc.)
- Disparate data sources and legacy devices
- Inability to visualize data effectively; data modeling and analysis is manual, non-existent, or an internally-developed solution
- Mandates for energy compliance (regulation, customers, etc.)
- Lack of holistic view across variable data sources, multiple facilities



**What's going on in your business?** Advoco's 6th Sense Energy Dashboard displays live energy metrics from your plant.

**Advoco can help.** Building on the rock solid foundation of Infor's Asset Sustainability Edition (ASE) module for Infor EAM systems, Advoco extends and enhances Infor's software to give you an even greater ability to monitor, control, and optimize energy usage wherever possible throughout your organization. What is your Energy IQ?

The savings to your business from our services can be significant, and here are two critical reasons why:

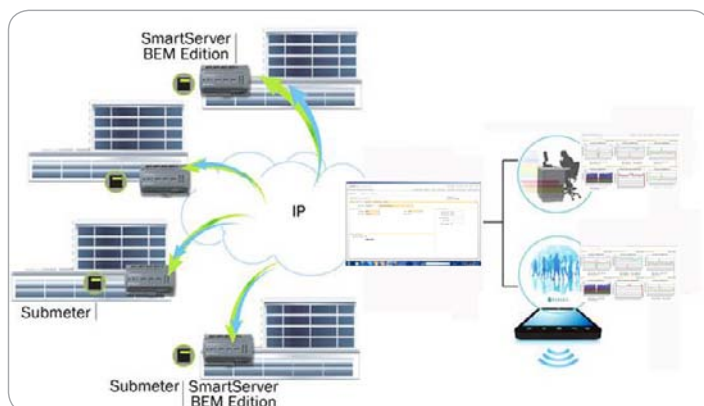
1. Research shows that energy consumption represents 60% or more of the average company's maintenance and operating budget.
2. Energy consumption is responsible for up to 90% of the total cost of owning and using an asset over its operational lifetime.

## Accessing Data for Energy Management

Advoco's energy management solution provides the data you need to measure and control energy usage. Effective energy management starts with access to energy and resource data.

- Measure the energy usage of each of your individual assets and stamp their records with power utilization data (power draw, current, voltage, etc.).
- Benefit from generated alerts or notifications when an existing asset condition or trend indicates to allow for preventive maintenance or asset inspections.
- Gain the most accurate benchmark against which to measure an asset's performance by allowing Advoco to load the manufacturer's specifications for specific assets.

Access to this type of data provides the information critical to achieving the highest possible levels of efficiency for your physical assets, including HVAC units, chillers, boilers, lighting, water and gas meters, manufacturing equipment and anything else that consumes energy. With Advoco, you'll even be able to simulate the function of assets within your environment before you buy, helping to ensure you only purchase assets that fit within your energy constraints.



**All Access.** The 6th Sense Energy Dashboard accesses data from remote plant meters.

## ENERGY MANAGEMENT METHODOLOGY

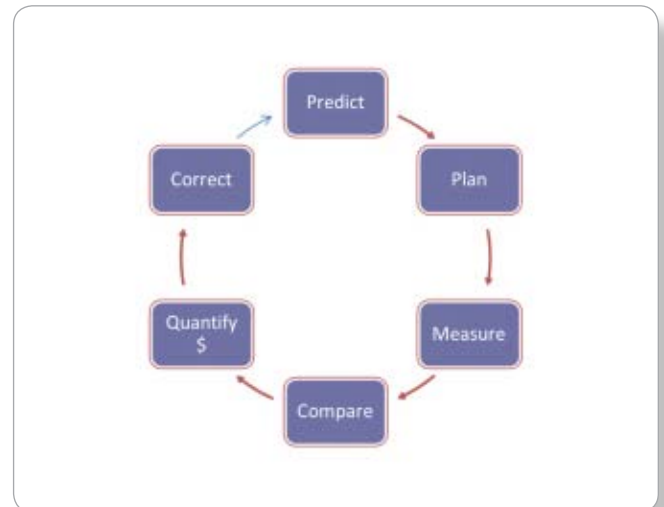
Energy usage fluctuates due to multiple factors so our solution follows a systematic, data-driven approach that provides business logic that includes trending analysis of asset utilization in real-time. You can be alerted via SMS or email to out-of-spec behavior before your costs escalate as a result of increased energy use caused by a clogged filter, for example, or even as the result of equipment failure—which is especially critical for motors that power revenue-critical functions such as conveyor belts. Use our energy management solution to:

- Understand current usage
- Analyze utility tariffs
- Track key monitor points
- Identify “poor” performance/high energy usage
- Build usage and analysis metrics
- Create system alerts
- Develop scorecards to track trending within a location or between locations
- Change the operational, equipment, or maintenance plan as needed

In addition to these Predictive Maintenance capabilities, Advoco is developing cost analysis tools for tracking real-time cost of ownership. These tools go beyond direct costs to include indirect costs associated with maintenance, such as labor, parts, and contractors, so you can know in real-time what an asset is truly costing your organization. With such a solution, you'll be able to compare equivalent assets, and if one is costing more to run than the other, you can quickly determine the cause and make changes to bring costs down. If you are interested in Energy IQ, you may also want to learn more about Advoco's Sixth Sense and the power of visualization.

### GAIN THE ADVOCO ADVANTAGE FOR ENERGY MANAGEMENT

To find out how Advoco can help, please contact us with your specific energy management challenges. Through an Advoco Energy Audit, we can help you identify area of savings, reduce your carbon footprint, attain an energy star rating, work toward LEED Certification, and establish baselines and benchmarks.



**6 Steps to an Improved Energy IQ.** This graphic shows Advoco's methodology for implementing a new energy management initiative.

#### Corporate Headquarters

1331 7th Street Suite H  
Berkeley, CA 94710  
Tel: +1 (415) 632-1574

[www.advocoinc.com](http://www.advocoinc.com)  
[info@advocoinc.com](mailto:info@advocoinc.com)