

Hayes Energy Services

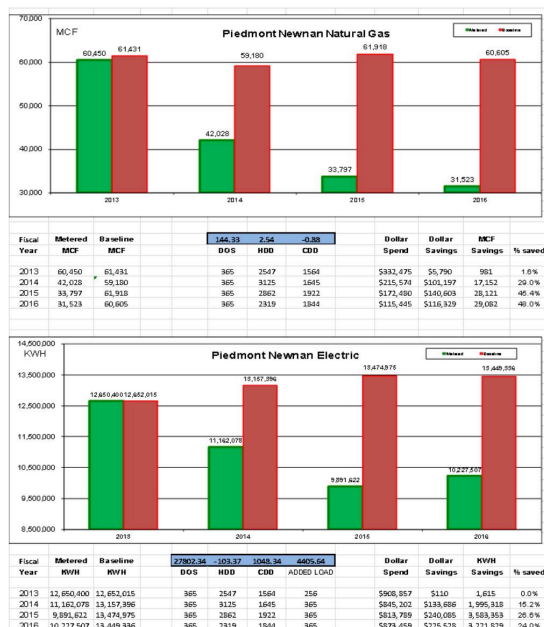
How We Do It

We build specific models for each hospital using linear regression to form a baseline to compare actual consumption to the model's predicted consumption. The only variable in each model is the weather data from NOAA. The energy models normalize the weather so that there is a comparison of apples to apples. The calculation of savings can be easily confirmed. It has been said that in a typical hospital at least 50% of the natural gas consumption and 10% of electric power consumption is wasted by the heating and cooling systems competing one another. Our strategy is to minimize the amount of waste by improving the energy balance between hot and cold. We also work to maximize the hospital's savings through assuring it is paying the correct amount against utility rates.

Clients are provided daily feedback via email, conveying graphs and consumption data for the previous 31 days. An engineer will visit each hospital monthly or other agreed upon intervals to answer questions from facility staff and to look for additional opportunities to save energy dollars. If a facility does not save more than our negotiated fee during a particular month, it only pays the travel expense for our visit which is normally less than \$200 per visit.

Hayes Energy Services works professionally and cooperatively with the staff at each hospital. It is always our goal to create a win-win situation for the hospital and its staff, as well as our company. Contact us to see what we can do for your organization.

Sample Report



It's simple to start saving...

1. Provide us a contact person to work with at your hospital
2. Send us a copy of one month's gas and electric bills
3. Authorize your gas and electric providers to release data relating your account to us.

It will also expedite the process if you will provide us the names and contact information of people to work with at your gas and electric providers.

Goal

Help your hospital reduce energy consumption and energy related expenses without sacrificing patient comfort, therefore improving your profitability

Experience

Approximately fifteen years of energy related experience with more than 400 hospitals under contract.

Savings

Energy consumption reduced 10% or more without capital investment

Results

We are saving one hospital chain more than \$18,000,000 per year without buying new equipment

Fee

Clients do not owe our low hourly based monthly fee unless they have saved more than the fee. Most hospitals realize an ROI of 5 to 1 or greater

Our Hospitals



Location
4055 Steele Station
Rainbow City, AL 35906

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Hayes Energy
SERVICES

www.hayesenergy.com