

Continual Energy Services

Expertise that identifies and solves critical building challenges.



Energy Performance, Assessment, and Lifecycle Cost Analysis

Developing detailed studies that account for financial and operational needs. Looking beyond initial project phases for favorable reinvestment of savings for continual improvement.

Our Solution

Our in depth technical studies present a plan of action that calculates annual baselines, identifies HVAC energy project opportunities and turn-key scopes and translates value relative to your current HVAC operations and goals:

- Where am I today?
- What challenges or obstacles am I facing?
- What short to long term opportunities are available?
- What are the cost-value propositions and associated scopes?
- What investments should I target to minimize investment while maximizing finite resources and project results?

Our technical studies are driven by close collaboration with our customers to:

- Effectively account for design, stakeholder and operational needs and constraints.
- Identify project designs that efficiently balance first cost and operational cost to maximize ROI and operational cash flow.
- Deliver transparent state of the art technology to sustain operational results.

Continual's leadership has implemented over 300 HVAC, central plant, and optimization projects globally over the last 25 years. Contact us to learn how you can leverage our experience for your next project.

Our Approach

Our studies are principally approached from two main perspectives:

1) Phased, Reinvestment, and Master Plan Approach

This type of study presents a phased project approach that: i) prioritizes HVAC opportunities that optimize current operations without implementing major infrastructure and equipment changes, ii) obtains predictable and repeatable energy and cost savings and iii) targets potential reinvestment of cost savings over time to implement other beneficial projects that may be more capital and/or resource intensive.

This approach is best utilized when your goals are to minimize the initial financial investments, achieve initial savings and utilize a master plan to achieve short to long term energy and cost saving goals.

2) Financing or Bundled Approach

This type of study focuses on identifying all possible HVAC energy project opportunities and identifying the combination of projects that provide the greatest return on investment.

This approach is best utilized when a single financing event is being considered and/or the intent is to combine all value driven projects into a 'single' contract or project(s). For instance, a performance contract, building refinancing, energy services contract, etc.

HVAC Energy Modeling Techniques

All energy performance analyses are calculated on an hourly, annual basis and are implemented via the same software and logic that powers Continual's Exhaustive Search Optimization Program (ExSOP). This ensures that all energy and costs saving results are accurate, predictable and repeatable. This is one the reasons that Continual is able to performance guarantees.

The analyses accounts for a variety of variables, such as:

- Installed and/or proposed equipment
- Operational mode(s)
- Load profile(s)
- Weather Data (as measured from the project site, NOAA weather data and/or TMY weather data)
- Facility occupancy data (if applicable)
- HVAC operational data
- Operational hours
- Characteristics of buildings, loads served by plants and/or DOE Energy Plus 8
- Energy and fuel costs
- Equipment and load operational parameters and constraints
- Manual vs. automated operations

Continual takes great care to ensure that all analyses are parametric. This means that all baseline and energy performance analyses utilize the same base characteristics that do not vary due to any proposed energy efficiency measures, such as load profile, weather data, occupancy data, characteristics of buildings and/or loads building models, operational parameters and constraints building characteristics, etc.



Energy Efficiency Agreements, Financing, and Performance Guarantees

Providing an array of energy performance services aimed at satisfying stakeholder needs. Maximizing a facility's long-term asset value through sustained and predictable energy and cost savings.

Energy Efficiency Services

Our energy efficiency services include:

- Energy Efficiency Services Agreement
- Energy Efficiency Services & Performance Guarantee
- Energy Efficiency Leasing

We design comprehensive energy efficiency services, measures and programs from inception to completion for the term of all agreements. Our process is driven by the needs of each customer and typically follows a defined process:

Letter of Intent to Proceed with Detailed Energy Services Assessment

The customer and Continual enter into a letter of intent (LOI) to proceed with an investment grade energy and operational audit. The LOI outlines the scope of the assessment, the assessment deliverables, required customer information to complete the assessment, timelines, milestones, mutual confidentiality and exclusivity timetables.

Investment Grade Energy and Financial Analysis

Continual implements an investment grade energy study, energy modeling and engineering analysis of the HVAC systems to accurately determine the energy efficiency services, measures and programs along with the associated energy, efficiency and financial results.

Presentation of Findings, Proposal and Agreement

Upon completion of the assessment, Continual shall present and review the proposal and the agreement with the customer during a review meeting to be held via a conference call, in-person and/or a 'webinar'.

Agreement Execution / Turn-Key Implementation of Energy Services for Term of Agreement

Upon execution of an agreement, Continual will provide turn-key implementation of the energy efficiency services, measures and programs for the term of the agreement.

What challenges does an Energy Efficiency Services approach help solve?

An energy efficiency services agreement approach is typically considered when there is a need, or willingness, to implement HVAC improvements to achieve energy and cost savings but...

- Face debt constraints (balance sheet issues)
- Have limited capital budgets
- Prefer to invest in growth generating capital expenditure projects (i.e. reinvesting back into the business)
- Lack the technical expertise to develop and maintain HVAC energy saving opportunities



Training

Presenting comprehensive training sessions for an array of products and experience levels. Hosting regular training sessions, such as online DGBBox integration and development courses.

Operator Training

We believe that building solutions should not be a mystery to owners, contractors, engineers and operators. We believe that all stakeholders should be able to understand 'how it works' and access the technology. This is one of the reasons that we provide in depth owner training for all of Continual's projects.

Continual instructors will provide written and verbal instruction on how best to operate your building systems. Topics generally include, but are not limited to:

- User interface navigation
- Review of typical operation parameters
- Implementing setpoints and overrides
- Scheduling of equipment and setpoints
- Analyzing historical trend data
- Troubleshooting alarms and alerts
- Creating and exporting reports and system data

Generally operator training is best performed on site with the physical systems nearby, however we also offer online training options for those wishing to attend from remote locations.

Continual is also pleased to offer additional courses for new operators or as a refresher for existing operators.

Integrator Training

We know our products inside-and-out and are happy to pass on our knowledge to other industry professionals. Continual offers a series of in-class and online training options on topics including:

- DSA (Distributed Services Architecture)
- DGLux5
- Continual Box
- ExSOP
- Continual Web-based Engineering Sales Tools

With access to a 50-seat training centre, students are invited to join us in Toronto, Canada for instructor-led courses. Alternatively, Continual offers custom training sessions at a location of your choice. Online training is also available globally, offering flexible training hours from the comfort of a location of your choosing.



Support Services

Continual has a world-wide support network of industry-leading professionals, ready to assist and support your project efforts. Our 24/7 toll-free support center ensures access to a qualified team member who understands your building.

Talk to a person, not a robot.

We recognize that when your building systems have a problem, you want to speak directly with a person that can provide the immediate support and attention your building issues require.

Direct access to the experts.

Continual's support network includes industry leading professionals with the qualifications and accreditations required to provide quick and concise answers to your inquiries. All of our representatives are required to undergo and maintain the highest level of industry training and certifications, ensuring we have the knowledge and experience to provide the latest and/or best available support solutions.

Our team of qualified experts are waiting for your call.

Global support, night and day.

Problems can occur any time, and often can't wait for 9 to 5. Our 24/7 support centre ensures that there is always a qualified professional available whenever you need assistance.

Continual is a global company and recognizes that while our products and services are offered world-wide, so too should our customer support. From Singapore to California and everywhere in between, a Continual representative is always available to respond to your call, whenever and wherever.

Continual Energy Inc.

1-800-610-4109
info@continual.net
<http://continual.net>

