

# ENERGY STAR<sup>®</sup> Partnership Partner Requirements for Commercial and Industrial Service and Product Providers

## Eligible Organizations:

The following providers of services and products to commercial buildings and industrial manufacturing facilities / plants are eligible: architecture, distributor, energy consultant / energy management services company, energy improvement contractor, energy service company (ESCO), engineering, equipment manufacturer, financial services, on-site energy production services, unregulated energy retailer and marketer, or any other supplier of standard energy-efficient products and/or services for commercial buildings and/or industrial manufacturing facilities / plants. Eligible organizations must have an office located in the U.S. or a U.S. Territory and must serve customers located in the U.S. or a U.S. Territory. Organizations that serve only the residential market are not eligible for the Service and Product Provider partnership.

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The following are the terms of the ENERGY STAR Partnership Agreement as it pertains to Service and Product Providers. The ENERGY STAR PARTNER (PARTNER) believes ENERGY STAR will enhance its financial health, increase its value and aid in preserving the natural environment for future generations.

The PARTNER commits to promote and use ENERGY STAR in a manner consistent with the national ENERGY STAR efforts and specifically agrees to follow all applicable terms and conditions governing the use of the ENERGY STAR logos, which are registered trade and service marks.

The PARTNER also commits to communicate to ENERGY STAR its efforts to help customers develop a continuous improvement strategy for energy management; improve the energy performance of their customers' building portfolios and/or manufacturing facilities; promote overall awareness of ENERGY STAR; and, increase availability of ENERGY STAR qualified products or buildings.

ENERGY STAR provides visibility for PARTNERS by maintaining a searchable, on-line Service and Product Provider directory. The PARTNER will be required, on an annual basis, to update company and contact information displayed on the ENERGY STAR Web site and in the directory. Failure to update or confirm accuracy of this information will result in the PARTNER profile being deactivated from the Web site.

ENERGY STAR provides recognition opportunities for PARTNERS by promoting ENERGY STAR PARTNER achievements on the ENERGY STAR Web site and in other communications media. For the purposes of such recognition opportunities, ENERGY STAR (EPA) retains the right to review aggregate statistics related to a PARTNER's program activity.

## Commercial Buildings Service and Product Providers

As a Service and Product Provider in the commercial market, the PARTNER will work with ENERGY STAR to improve the energy performance of its customers' building portfolios. In delivering its services and/or products, when appropriate, the PARTNER will include ENERGY STAR tools, messages and Guidelines for Energy Management to help customers measure their energy performance, quantify the financial value of improvements across the organization, set targets, take action and promote their accomplishments.

***For existing commercial building portfolios***, PARTNERS can use ENERGY STAR to help improve the energy performance of their customers' buildings in the following ways:

1. Use the ENERGY STAR Guidelines for Energy Management to help customers think strategically about energy performance issues and to prioritize and execute upgrades that improve the energy performance of their facilities and deliver financial value across the organization;

2. Assist customers to measure, manage and improve the energy performance of their facilities using the National Energy Performance Rating system and on-line Portfolio Manager provided by ENERGY STAR;
3. Demonstrate to building owners and decision makers the financial value of energy performance improvements using the Financial Value Calculator, Building Upgrade Value Calculator (for Commercial Real Estate customers) and/or the Cash Flow Opportunity Calculator (for public sector customers) provided by ENERGY STAR;
4. Coordinate with ENERGY STAR in promoting and recognizing high-performance buildings;
5. Participate in ENERGY STAR award and communications activities to recognize organizations that have demonstrated financial and environmental leadership by improving the energy performance of their facilities portfolio-wide.

***For commercial building new construction***, PARTNERS can use ENERGY STAR to help improve energy performance in the following ways:

1. Incorporate, in the design process, the strategic management approach from the New Building Design Guidelines provided by ENERGY STAR;
2. Help customers estimate an energy performance target and evaluate design energy consumption throughout the design process by using and promoting the National Energy Performance Rating system and on-line Target Finder provided by ENERGY STAR;
3. Specify an energy performance goal in contract documents to enable customers to confirm that the energy design intent is met;
4. Document success stories in partnering with ENERGY STAR and achieving top energy performance through case studies, publications and the Internet.

### **Industrial Facilities Service and Product Providers**

As a Service and Product Provider in the industrial manufacturing market, the PARTNER will work with ENERGY STAR to assist industrial manufacturing customers in adopting a continuous improvement strategy for corporate-wide energy management and to increase their investment in energy-efficient services and products. In delivering its services and/or products, when appropriate, the PARTNER will include ENERGY STAR tools, messages and Guidelines for Energy Management to help customers understand the business benefits and financial value of energy performance improvements, set goals, take action and promote their accomplishments.

***For industrial manufacturing clients***, PARTNERS can use ENERGY STAR to help deliver improved energy performance in the following ways:

1. Demonstrate, to corporate decision makers, the business benefits and financial value of energy performance improvements using the Financial Value Calculator, ENERGY STAR value messages, and financial research and analysis;
2. Distinguish high quality products and services by developing case studies according to guidance that reflects the principles of the ENERGY STAR Guidelines for Energy Management;
3. Use the ENERGY STAR Guidelines for Energy Management to help customers think strategically about energy performance issues and to assist them with program implementation;
4. Use ENERGY STAR communication and recognition activities to showcase excellence in providing energy-efficient solutions to business needs and to create new value for customers by highlighting their accomplishments.