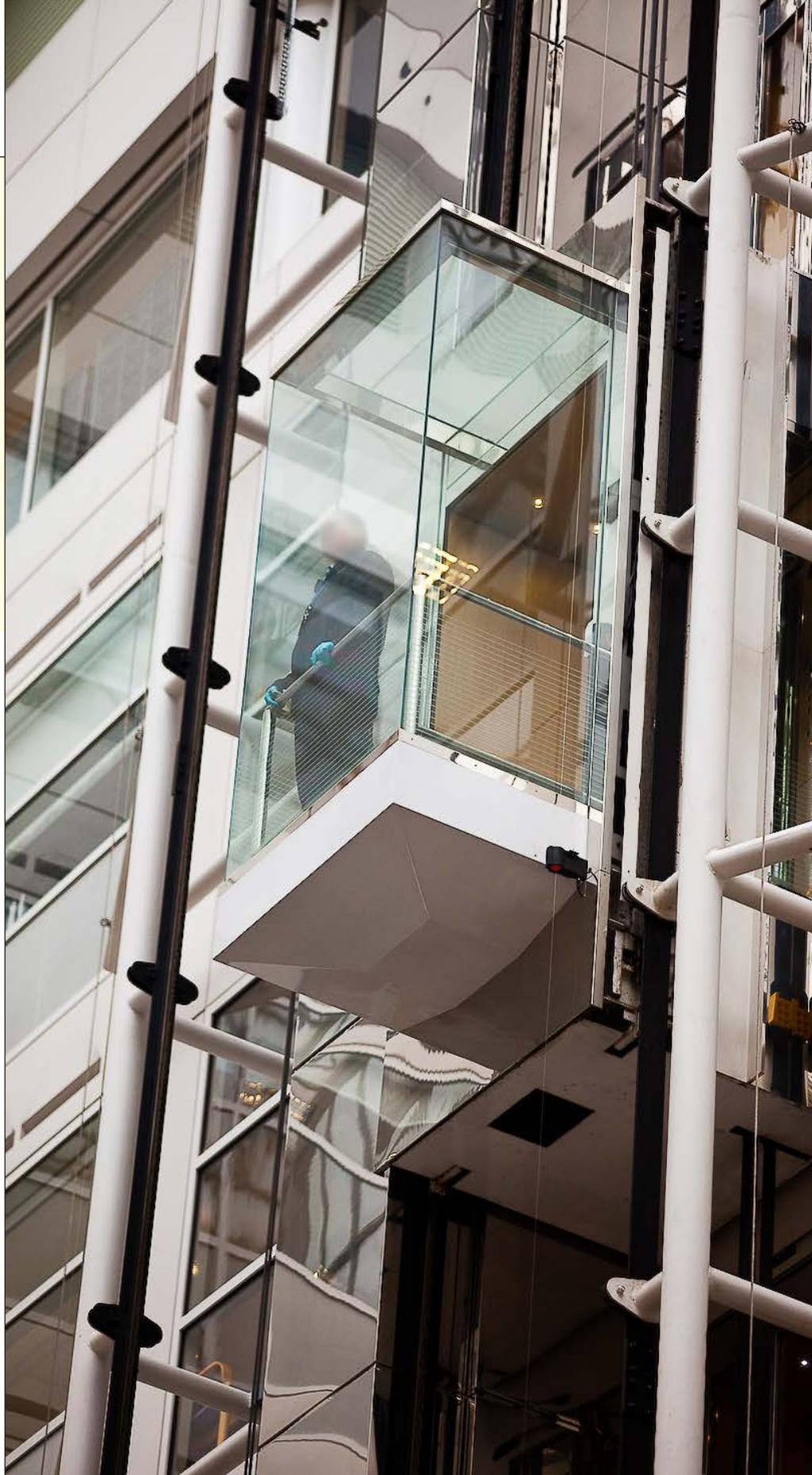


EMCOR UK is a leader in total facilities management, and in helping our customers drive differentiation through our competence and knowledge of energy services.





EMCOR UK reduces customers' costs through energy saving techniques that require minimal capital investment.

What we've done for some of our customers:

- M&G Real Estate
» **REDUCED energy use by 17%**
- NATS energy bill
» **SAVED 7% annually**
- Department of Health
» **REDUCED energy by 26%**
» **INCREASED waste recycling 85%**
- Public Health England
» **IMPROVED energy efficiency 70%**
» **CONVERTED waste to 14MW of electricity**

Making our customers' lives easier

EMCOR UK's energy services division provides both small and large-scale strategic energy solutions, designed to save money and meet the socioeconomic demands associated with energy and environmental legislation. Our solutions range in scope from demand-side management, energy audits, and legislative compliance, to training, waste management, and assisting with applications for ISO 50001:2011 and ISO 14001:2004 accreditations.

Partners in energy savings

We understand our customers' needs, and work together to generate significant cost savings. Whether we're helping achieve the ISO 14001 environmental management accreditation or simply recommending energy reduction initiatives, such as reviewing customer's lighting intelligence systems, we know how to make the most of customers' budgets.



Planned sustainability

A proactive approach to sustainability
By aligning with our customers' goals of enhancing site operations while reducing energy consumption, we develop long-term, affordable sustainability strategies.

Plotting the "energy map"

Our "energy map" helps customers plot where they are on their energy journey, and then we work together to navigate to optimum sustainability. The "energy map" provides project justification, and also applies consistent criteria to customers' plans, so they can continually assess and prioritise their investments.

The power of knowledge and critical mass

As a subsidiary of EMCOR Group, Inc., a Fortune 500® company, EMCOR UK benefits from the resources and knowledge of our 75+ sister companies. By sharing feedback and intelligence amongst the group, we remain focused on innovation and constant adaptation.

Reducing carbon footprints

By using some of the most energy efficient technologies available, we provide sustainable business solutions that can help significantly reduce our customer's carbon footprints. Whether we're enhancing indoor air quality, delivering energy alternatives, or promoting responsible water usage, our innovative solutions can help our customers achieve their goals.

Through collaboration, EMCOR UK works with customers to reduce carbon, enhance cost savings, and improve performance.

EMCOR UK EnergyWise model

Our EnergyWise model is a package of distinct services that support each aspect of our customers' business operations. The model brings together and facilitates collaboration between our customers, their building occupants, and EMCOR UK personnel—including our suppliers—so that we can understand their energy-related goals and long-term business objectives, and work together to achieve them.

Management information bureau

Our web-enabled energy bureau provides a proactive and real-time approach to consumption control, through cost and consumption profiling, validation, and reporting. We deliver customers a complete solution, combining energy data on a single platform that details usage, costs, and billing.

Sustainable procurement

Through our BS 8903-certified sustainable procurement framework, our specialists provide emerging technologies that help minimise risk and maximise savings.



Compliance assistance

We provide in-house solutions to ensure compliance with the Energy Performance in Buildings Directive (EPBD) inspection and reporting requirements and the Energy Savings Opportunity Scheme (ESOS) requirements. Our platform gives our customers real-time reporting, and highlights trends to ensure compliance with energy and environmental legislation. Our consultancy-based approach can also help organisations achieve ISO 14001 and ISO 50001.

Cultural influence & facilitation

Through training courses, awareness sessions, workshops, campaigns, incentives, and road shows, our cross-business steering groups help motivate all stakeholders to embrace change and implement improvements.

Asset optimisation

As a structured process that identifies the scale of inefficiencies across individual assets, systems, and portfolios, asset optimisation recognises viable opportunities for improvement—both environmental and financial.

Projects/opportunity database

By providing an up-to-date evaluation and analysis of the latest technologies and best practice from our other customers—as well as peer groups, supply chain partners, and industry specialists—we develop the most advantageous sustainability solutions available.

Flexible funding models

Through our established relationships with energy project providers, we can assist in helping customers fund their projects.



The Natural History Museum

Since 2001, our work with the Natural History Museum has helped them to maximise their budget. With our assistance and recommendations, the museum achieved ISO 18001 health and safety accreditation and became **the first museum to receive the ISO 14001** environmental management accreditation.

Department of Health

Since 2001, our work with the Department of Health has helped them save money, increase efficiency, and improve customer service. As a result of our success in providing facilities management services, we now provide energy management services at five of their sites, helping them meet the 2015 Greening Government Commitments (GGC) target of **cutting greenhouse gas emissions by 25%**.

Our markets

- » Healthcare and pharmaceutical
- » Manufacturing and industry
- » Leisure and hospitality
- » Financial data centres
- » Transportation
- » Education
- » Commercial and property
- » Public and government
- » International
- » Defence

Our services

- » Efficiency energy management and development
- » Sustainable energy consulting
- » Supply contract negotiations
- » Bill checking and validation
- » Monitoring and targeting
- » Benchmarking
- » Energy audits and surveys
- » Energy saving evaluation
- » Building compliance
- » Energy installations and retrofit



EMCOR UK Energy Services

Collaborative approach, commitment, discipline, and focus

Whilst exceptionally proud of our sector specific approach, it merely reflects the commitment and focus we apply to all elements of our business. As a means to leverage the greatest customer value from our operational capabilities and competencies, we have also developed a structured and tiered management approach that seeks to tailor the most beneficial alignment of our services to our customer's requirements.

Harnessing the power of a Fortune 500® leader

EMCOR Group, Inc. (NYSE: EME) is a Fortune 500® leader in mechanical and electrical construction, industrial and energy infrastructure, and building services for a diverse range of businesses.

EMCOR builds, powers, services and protects the sophisticated and dynamic systems that create facility environments in virtually every sector of the economy for many of the world's most successful organisations. By planning, installing, operating, and maintaining a wide range of facilities and systems, 28,000+ employees at 170+ locations help clients increase productivity and optimise their businesses.

www.emcorgroup.com

Safety that beats the average

EMCOR UK is passionate about safety and quality. EMCOR Group has an injury rate that is **3+ times lower** than the industry average. The Company has reduced its Total Recordable Incident Rate (TRIR) by 67% in the last 10 years, which is a 50% faster rate of improvement than the industry.

(Source: Bureau of Labor Statistics Industry Average for Specialty Contractors NAICS 238, 2004-2012)

Account governance

- » As one of the early pioneers and advocates of **Key Account Management (KAM)**, we have helped customers by honing our training and operational delivery platforms.
- » Collaboration is a key driver in maintaining energy and carbon reduction, which is why we worked hard to become the first facilities management company to achieve the BS 11000 accreditation. BS 11000 provides a framework for collaborative business relationships, which helps companies develop and manage their interactions with other organisations for mutual and maximum benefit. Using an eight-stage approach, the framework is designed to enable organisations of any size and sector to apply best practice principles, to its own ways of working, to get the very most out of its business relationships. We use collaboration to inspire cost savings, enhance risk management, and shape the future of the facilities service industry.
- » Through our long and collaborative relationship with Cranfield School of Management, 125+ of our account directors, managers and leaders have graduated from the unique, world class KAM programme.
- » Following graduation, practitioners participate in regional KAM forums, by which corporate KAM objectives are communicated, monitored, and managed. These forums also provide conduits by which new ideas, approaches, and experiences are exchanged between accounts and sectors, and ultimately shared with our customers.

Managerial development program

In addition to our KAM programme, we have developed a "First Line Manager" programme that incorporates a module at Sandhurst Military Training Academy. As the only total facilities management provider incorporating this training within such a programme, we continue to pioneer the development of operations, structures and service provisions.

A rich heritage of serving the community, accreditations, and safety awards

- » ISO 9001: 1995–2014
- » ISO 14001: 1995–2014
- » ISO 50001: 2001
- » OHSAS 18001: 2014
- » RoSPA Presidents Award: 2009, 2010
- » RoSPA FM Sector Winner: 2011, 2013
- » RoSPA Gold: 1999–2014
- » Achilles: 2009–2014
- » International Safety Award: 1998–2014
- » CHAS: 2010–2014
- » Safe Contractor: 2009–2014



How can we help you?

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