



## Pricing

### Why the change?

- simplify pricing options
  - based on the number of meters and bills only
  - consistent tiers across all products
- fewer SKUs
  - greater value
- less discounting for large deals
- greater value in buying all products

Meter count	Discount	EUM	Chargebacks	Accounting	CarbonHub	Intervals/ESA	BI Reports	Additional meters: 50 pack	Premium (everything)	Premium: 50 pack	
1	250	0%	\$5,000	\$1,250	\$1,250	\$2,000	\$2,000	\$2,500	\$1,250	\$9,200	\$1,900
251	500	0%	\$10,000	\$2,500	\$2,500	\$4,000	\$4,000	\$2,500	\$1,250	\$18,400	\$1,900
501	1000	0%	\$20,000	\$5,000	\$5,000	\$8,000	\$8,000	\$2,500	\$1,250	\$36,800	\$1,900
1001	1500	5%	\$28,500	\$7,125	\$7,125	\$11,400	\$11,400	\$2,500	\$1,188	\$52,440	\$1,805
1501	2000	10%	\$36,000	\$9,000	\$9,000	\$14,400	\$14,400	\$2,500	\$1,125	\$66,240	\$1,710
2001	2500	10%	\$45,000	\$11,250	\$11,250	\$18,000	\$18,000	\$3,500	\$1,125	\$82,800	\$1,710
2501	3500	20%	\$56,000	\$14,000	\$14,000	\$22,400	\$22,400	\$3,500	\$1000	\$103,040	\$1,520
3501	5000	30%	\$70,000	\$17,500	\$17,500	\$28,000	\$28,000	\$3,500	\$875	\$128,800	\$1,330
5001	7500	40%	\$90,000	\$22,500	\$22,500	\$36,000	\$36,000	\$5,000	\$750	\$165,600	\$1,140
7501	10000	40%	\$120,000	\$30,000	\$30,000	\$48,000	\$48,000	\$5,000	\$750	\$220,800	\$1,140
10001	20000	50%	\$200,000	\$50,000	\$50,000	\$80,000	\$80,000	\$6,000	\$625	\$368,000	\$950
20001	30000	60%	\$240,000	\$60,000	\$60,000	\$96,000	\$96,000	\$6,000	\$500	\$441,600	\$760

### Pricing Chart

- begin with the number of meters
- encourage customers to purchase the Premium package for all add-on services for one price
  - if the number of meters is within the first 50 meters of the tier
  - consider purchasing a UtilityManagement 50-meter pack and using the previous tier
  - if the customer is interested in add-on services, encourage purchasing the premium 50-meter pack in addition to their premium subscription
- add-on service (additional cost listed above)
  - Chargebacks
  - Accounting
  - CarbonHub
  - SmartAnalytics
  - BI Reports

### Starter Pack

- recommend the SmartAnalytics starter pack to UtilityManagement customers or prospects who manage over 1,000 meters but are currently hesitant to subscribe
- starter pack allows the customer to try SmartAnalytics with 50 of their existing meters
  - \$4,000 subscription fee to try SmartAnalytics for 50 meters
  - \$1,000 for an additional 50-meter pack
  - only used with SFTP upload for data ingestion only

### Job Aid

## BillCAPture Services

- Specialized utility bill processing service where we receive or enter utility bills and manage them for the customer
- Bill Pay requires BillCAPture Pre-pay so that EnergyCAP can CAPture all bills prior to paying them
  - EnergyCAP Payments is powered by Repay
  - EnergyCAP Payments pays utility bills directly for the customer

Bill range		Discount	BC Pre-pay	BC Post pay	Additional Services	Price
1	4800	0%	\$3.85	\$3.25	Non-English Bills	\$2.00
4801	9600	5%	\$3.66	\$3.09	Audit Management Services	\$1.50
9601	19200	10%	\$3.47	\$2.93	Vendor Management Services*	\$2.00
19201	28800	15%	\$3.27	\$2.76	Bill Pay Services**	\$1.00
28801	48000	20%	\$3.08	\$2.60	UIDI***	\$75/meter
48001	120000	25%	\$2.89	\$2.44		
120001	720000	30%	\$2.70	\$2.28		

- Overages will be charged at their contracte
- Historical bills will count against bill rangeuch, first year bill commitment will be higher than subsequar

- \*Requires Audit Management Services
- \*\*Requires Vendor Management Services
- \*\*\*Requires ESA & BC Services

## Additional Services

- EnergyCAP supports multiple languages for BillCAPture Services
  - Asian Languages, Bosnian, Bulgarian, Greek, Macedonian, Serbian, Tulu are not supported
  - Albanian, Belgian, Croatian, Czech, Danish, Dutch, Estonian, Finnish, French, German, Hungarian, Italian, Latvian, Lithuanian, Maltese, Norwegian, Polish, Portuguese, Romanian, Slovak, Slovenian, Spanish, Swedish, and Turkish
- Audit Management
  - audits flag any bills where the Total Due and Total Pay Amount values don't match
- Vendor Management
  - EnergyCAP engages with utility vendors about billing errors and issues on behalf of the customer
- UIDI (utility interval data integration)
  - EnergyCAP processes interval data directly from a participating utility provider
  - requires both SmartAnalytics and BillCAPture services

## Hosting

- includes SSO and an additional testing database
- SSO and additional testing database are available upon request, not provided by default
- partners may request a read-only backup of their production database in lieu of the RDBI database
- FEDRAMP low hosting is available
  - 1-5000 meters for \$10,000
  - 5001-30000 meters for \$15,000