

# BTune Pricing Overview



Learn more about the variety of pricing options BTune offers to suit your business needs.

BTune's pricing is designed to ensure you can initiate an energy efficiency project regardless of your budget or capital constraints. Additionally, our fees are proportional to the projected savings we estimate we can achieve in your building to ensure you're getting a positive ROI in the shortest payback period possible.

## Choose The Best Pricing Option For You

You can choose the pricing option that best aligns with your operational goals. Page 2 of this document outlines the various pricing options we offer and the differences in fee structure, invoicing, and typical use case. You can request a proposal with projected pricing for any or all of these options to compare and select the option you most prefer.

## BTune Process Overview

A BTune project is split into 2 phases: Deployment Period and Energy Savings Period. The Deployment Period includes all stages required to set up our service and the initial deployment of Energy Savings Opportunities. The Energy Savings Period is the official project term and is the period during which we are delivering monthly energy savings. There are no costs for the Deployment Period in our Shared Savings pricing options, and invoicing only begins after the first month of measured and verified savings.

## Standard Energy Savings Term: 24 Months

BTune is provided on a standard 24-Month Term, regardless of pricing option. The Term (the Energy Savings Period) does not include the Deployment Period, and is initiated at the commencement of the first month of measured and verified energy savings. While you can cancel your service anytime with no termination fee, this initial term allows time for BTune to learn about your building and maximize energy efficiency, as well as enable our shared savings pricing options.

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# Pricing Options Summary

The below table outlines the different pricing options we offer and the differences in fee structure, invoicing, and typical use case.

Pricing Option	Shared Savings Fixed Fee	Shared Savings Variable Fee	Upfront Deployment + Annual Fee
<b>Fee</b>	<ul style="list-style-type: none"> <li>Monthly fee is fixed throughout the term</li> <li>Fee is calculated at a set cost per square foot per month</li> <li>Fixed Fee typically costs less than Variable Fee</li> </ul>	<ul style="list-style-type: none"> <li>Monthly fee is variable each month depending on verified cost savings achieved</li> <li>Fee is equal to a percentage of the measured and verified cost savings each month</li> </ul>	<ul style="list-style-type: none"> <li>Flat-fee payments are set for the project</li> <li>A Deployment Fee is paid during the Deployment Period and prior to the start of the Annual Term</li> <li>Fee is calculated at a set cost per square foot for the Deployment and Annual fee.</li> <li>Upfront Deployment + Annual Fee costs less than Shared Savings Fixed Fee</li> </ul>
<b>Payment Structure</b>	<ul style="list-style-type: none"> <li>No payment during Deployment Period</li> <li>24 monthly instalments throughout the Term</li> </ul>	<ul style="list-style-type: none"> <li>No payment during Deployment Period</li> <li>24 monthly instalments throughout the Term</li> </ul>	<ul style="list-style-type: none"> <li>Deployment Fee paid during Deployment Period (prior to Term)</li> <li>Term fees are paid as scheduled in project agreement, typically paid in two instalments at Months 1 and 13 of the Term, respectively</li> </ul>
<b>Invoicing</b>	<ul style="list-style-type: none"> <li>Issued monthly following the first month of verified energy cost savings in the Energy Savings Period (Month 1 of the term)</li> </ul>	<ul style="list-style-type: none"> <li>Issued monthly following the first month of verified energy cost savings in the Energy Savings Period (Month 1 of the term)</li> </ul>	<ul style="list-style-type: none"> <li>Deployment Fee invoiced upon completion of Building Connection (Stage 2) during Deployment Period</li> <li>Annual Fee(s) invoiced following first month of measured and verified savings each year during Energy Savings Period (Months 1 and 13 of the Term)</li> </ul>
<b>Project Payback</b>	<ul style="list-style-type: none"> <li>Less than 6 months</li> </ul>	<ul style="list-style-type: none"> <li>Zero-month financial payback</li> </ul>	<ul style="list-style-type: none"> <li>Variable, based on outcomes achieved in relation to the fees, but typically highest ROI of pricing options</li> </ul>
<b>Ideal Use Case</b>	<ul style="list-style-type: none"> <li>Limited or no capital to invest in efficiency project</li> <li>Prefer consistent monthly operating expense</li> </ul>	<ul style="list-style-type: none"> <li>Limited or no capital to invest in efficiency project</li> <li>Desire a Zero-month payback</li> </ul>	<ul style="list-style-type: none"> <li>Have an annual budget that needs to be used by year end</li> <li>Desires cheapest overall project cost and highest ROI</li> </ul>

# Pricing Tiers

The below tables provide an overview of the tiered estimated fees for the three BTune pricing options. These tiers are based on building size and energy spend, where the fees decrease as a function of building size/spend, due to economies of scale.

The final project fee is determined on a building-by-building basis based on the size, energy use, and complexity of the building. You can request a proposal with specific pricing estimates for your building at any time.

## Shared Savings Variable Fee

The below table provides the approximate monthly fee estimates for BTune's shared savings variable fee by tiered building annual energy spend.

Annual Energy Spend (Whole Building)	Variable Fee (% of savings)	Approx. Variable Monthly Fee*
<b>Less than \$200k</b>	<i>Not Available (only Fixed Fee offered at \$1,250 per month)</i>	
<b>\$200k – \$300k</b>	50%	\$1,250 - \$1,880
<b>\$300k – \$400k</b>	50% – 45%	\$1,690 - \$2,500
<b>\$400k – \$500k</b>	45% – 40%	\$2,000 - \$2,810
<b>\$500k – \$700k</b>	40% – 35%	\$2,190 - \$3,500
<b>\$700k – \$900k</b>	35% – 30%	\$2,630 - \$3,940
<b>\$900k – \$1M</b>	30% – 25%	\$ 2,810 - \$3,750
<b>\$1M – \$1.75M</b>	25% – 22.5%	\$2,810 - \$5,470
<b>\$1.75M – \$2M</b>	22.5% – 20%	\$4,380 - \$5,630

\*Assumes 15% annual whole building energy savings achieved by BTune

## Shared Savings Fixed Fee

The below table provides the approximate monthly fee estimates for BTune's shared savings fixed fee by tiered building size.

Building Size (ft <sup>2</sup> )	Approx. Fixed Fee Monthly Fee
<b>Below 124,999</b>	\$1,250
<b>125,000 – 174,999</b>	\$1,250 – \$1,750
<b>175,000 – 219,999</b>	\$1,440 – \$2,200
<b>220,000 – 299,999</b>	\$1,560 – \$2,680
<b>300,000 – 399,999</b>	\$1,840 – \$3,290
<b>400,000 – 499,999</b>	\$2,110 – \$3,550
<b>500,000 – 649,999</b>	\$2,300 – \$3,980
<b>650,000 – 849,999</b>	\$2,780 – \$4,490
<b>850,000 – 1,000,000</b>	\$3,370 – \$4,600

## Upfront Deployment + Annual Fee

The below table provides the approximate fee estimates for BTune's Upfront Deployment and Annual fee by tiered building size.

Building Size (ft <sup>2</sup> )	Upfront Deployment Fee (\$/ft <sup>2</sup> )	Annual Fee (\$/ft <sup>2</sup> )
<b>Below 124,999</b>	\$10,800	\$8,100
<b>125,000 – 174,999</b>	\$10,800 - \$15,100	\$8,100 - \$11,300
<b>175,000 – 219,999</b>	\$13,500 - \$17,000	\$10,100 - \$12,700
<b>220,000 – 299,999</b>	\$15,700 - \$21,300	\$11,700 - \$16,000
<b>300,000 – 399,999</b>	\$18,400 - \$24,500	\$13,800 - \$18,400
<b>400,000 – 499,999</b>	\$21,100 - \$26,400	\$15,900 - \$19,800
<b>500,000 – 649,999</b>	\$22,800 - \$29,700	\$17,100 - \$22,300
<b>650,000 – 849,999</b>	\$25,800 - \$33,800	\$19,400 - \$25,300
<b>850,000 – 1,000,000</b>	\$31,400 - \$37,000	\$23,600 - \$27,700

# Pricing Detail

## Shared Savings Fixed Fee

Invoices are set at the same flat fee each month, regardless of the outcomes BTune achieves. The invoice is equal to the agreed fixed monthly subscription fee, typically equivalent to a set cost per square feet of floor area per month (depending on the building type and complexity).

Example:

- 250,000ft<sup>2</sup> building @ \$0.01 per ft<sup>2</sup> = \$2,500 monthly BTune invoice for 24 months

Project Payback

- Variable, based on outcomes achieved in relation to the monthly fixed fee. Typically less than 6 months

Additional Notes:

- There is the ability to "true up" the fixed fee price based on the actual measured and verified outcomes after BTune is controlling HVAC operation.
- Applicable tax to be added to all fees.

## Shared Savings Variable Fee

Invoices change each month based on the savings BTune achieves. The invoice is equal to a set % of measured and verified savings delivered by BTune.

Example:

- Month 1: \$5,000 at 50% in verified monthly savings = \$2,500 invoice
- Month 2: \$7,500 at 50% in verified monthly savings = \$3,750 invoice

Project Payback

- Fixed at Zero-months

Additional Notes:

- Applicable tax to be added to all fees.

## Upfront Deployment + Annual Fee

Invoices are set based on the Deployment and Annual fee quoted in a proposal.

Example:

- 250,000ft<sup>2</sup> building = \$20,000 Deployment Fee, \$15,000 Annual Fee for 2 Years

Project Payback

- Variable, based on outcomes achieved in relation to the flat fees

Additional Notes:

- The Deployment Fee is invoiced on completion of stage 2, and the Annual Fee is invoiced on commencement of stage 6 month 1 and month 13
- Applicable tax to be added to all fees.

# Other Pricing Notes

## Renewal Pricing (Post Initial 24-Month Term)

Following the initial term (24-month Energy Savings Period), your service automatically renews for one year at a new monthly or annual fee to be agreed before Stage 2 month 24. The new fee will be equal to or less than \$0.09 per square foot of total building size per year. For example, at 250,000 square feet, the renewal cost is \$22,500 per year, or \$1,875 per month.

Additionally, BTune offers renewal discounts based on term length, prepayment of renewal fees, and the size of buildings in your portfolio. We will review these options with you during the renewal discussion.

## Rebates & Incentives

On top of our shared savings pricing model, we can help source rebate money through specific Automated System Optimisation, Monitoring-based commissioning or Tune-up, and custom rebate programs. The rebates pay out on installation costs and verified HVAC energy savings and can be used to help pay for BTune, as well as other additional project costs like fixing sensors or valves, or installing additional equipment to further reduce energy use such as a Variable Speed Drive on a fan.

New Automated System Optimisation-specific rebates are emerging from utilities can pay out up to \$0.35 cents per kwh of electricity saved and \$5.0 per therm of gas, both of which far surpass the cost of the actual energy costs, which could range from \$0.10 to \$0.18 per kWh. Other rebates pay out up to \$15,000 for installation of BTune and \$0.10 to \$0.18 per kWh of HVAC energy saved.

## Multi-Building Discounts

BTune offers further discounts on our pricing for customers who sign up multiple buildings at the same time. The discounts are applied to each building in the proposal and are calculated based on the total square footage of space, total energy use, and savings we estimate we can achieve.