



AMERICAN DEVELOPMENT
INSTITUTE

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SUMMARY

ADI Energy helped Select Energy secure this comprehensive infrastructure project, developed an energy conservation measure (ECM) matrix and host facility acceptance testing methodology. ADI Energy also translated the needs of the host facility to the energy services company and designed a competitive program that allowed Select Energy to secure this contract. ADI Energy evaluated price, savings of each ECM and evaluated all partner relationships.

ADI Energy designed the Campus Building Automation System.

Overall value: \$13 million

SERVICES

- Energy audit development and analysis
- Energy savings analysis
- Preparing/analyzing energy savings M&V reports
- Energy Trending
- Energy modeling
- EMS Design

MEASURES

- Central Boiler Plant Upgrade
- Underground Steam and Condensate system repairs
- HVAC upgrades
- Cogeneration applications for a central plant and distributed CHP system
- Micro turbine
- Water Fixture Upgrades

Select Energy Services, Inc. (Bridgewater State College, MA)



UNIQUE VALUE TO CUSTOMER

The Commonwealth of Massachusetts determined that Bridgewater State College needed to reduce its energy demand throughout Bridgewater State College campus. The Division of Capital Asset Management developed an RFP and through a competitive procurement process, selected Select Energy Services to provide a 20-year energy program worth over \$13 million.

While Select Energy was not previously successful at securing large energy projects through this process, Select Energy were determined to win. Select Energy sought ADI Energy for services that included a developing capture strategy, conceptual energy engineering, utility benchmarking, detailed cost estimating, overall proposal option design, host facility technology aptitude, applicability as well as building automation design.

ADI Energy developed a winning strategy that was based on meeting the needs of the awarding authority, the host facility and the risk tolerance and margin requirements of the energy services company. — no easy task.