



AMERICAN DEVELOPMENT
INSTITUTE

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SUMMARY

ADI Energy helped Select Energy acquire this first energy performance contract for the Massachusetts Bay Transportation Authority. This Project is one of the phased projects under a blanket contract with the Authority. ADI Energy supported the technical and sales effort for this project.

Overall value: \$1 million

SERVICES

- Energy audit development and analysis
- Energy savings analysis
- Preparing/analyzing energy savings M&V reports
- Energy Trending
- Energy modeling
- Commercial energy solutions
- Conservation solutions
- Energy design build services
- Preliminary assessment for energy
- Energy analysis
- National grid energy incentive

MEASURES

- Lighting Fixture Upgrades
- Air Sealing/Insulation
- Premium Efficiency Motors
- Variable Frequency Drives
- Gray Water Reclaim
- Energy management systems

Select Energy Services Massachusetts Bay Transportation Authority



UNIQUE VALUE TO CUSTOMER

The Massachusetts Bay Transit Authority is an extremely energy intensive Authority in the Commonwealth. All of the systems throughout the Massachusetts Bay Transit Authority use more energy by the nature of the services offered to its customers.

The Massachusetts Bay Transit Authority needs to take a proactive approach in reducing its energy consumption. In 2006, Select Energy Services was selected to complete a pilot energy project in one of the Massachusetts Bay Transit Authority's bus garages.

ADI Energy developed the proposal capture strategy for the Massachusetts Bay Transit Authority project that included: customer need analysis, detailed energy benchmarking of New England bus garages and technology reviews such as bus cleaning gray water reuse, engine block heaters and building automation.

ADI Energy worked with Select Energy engineers to develop the savings and pricing for all energy measures and developed various program options for an optimized level of prospect acceptance.