



Poppy ESCO & Certify for Energy

Save 10% on Your Energy Bill Without Retrofits

Poppy offers a **no-retrofit, shared-savings energy optimization program** that helps commercial buildings reduce HVAC energy costs while maintaining healthy indoor air quality. Unlike traditional ESCOs that require major capital upgrades, Poppy uses **real-time air tracing technology** to optimize ventilation rates, helping buildings comply with **ASHRAE 241 and ASHRAE 62.1** standards while eliminating unnecessary energy waste.

Poppy's program is a **fully managed service**, ensuring buildings achieve continuous energy savings while maintaining healthy air quality standards, year after year.

How It Works

Poppy identifies **over-ventilation** issues in commercial buildings, then adjusts HVAC system settings to optimize outdoor air intake and filtration strategies. This approach reduces **fan, heating, and cooling loads** without requiring expensive equipment upgrades.

Performance Guarantee

- Poppy only succeeds if you save money—**no upfront fees, no hidden costs**.
- The entire model is designed to **ensure you always save money on your ventilation energy while maintaining the highest indoor health standards**.
- If savings fall shorter than projected, Poppy's Performance Guarantee provides a **refund of any excess payments** to ensure a **positive ROI for every building**.

Key Benefits

- **Zero CapEx, Immediate Savings:** No upfront investment required.
- **Guaranteed Performance:** Poppy guarantees a positive ROI, ensuring the program always pays for itself.
- **Proven Methodology:** Uses industry-standard M&V (IPMVP) to verify savings.
- **Low Risk, High Reward:** Clients pay only a portion of achieved savings; no savings, no payment.
- **Improved Indoor Air Quality:** Compliance with ventilation health standards without increased energy costs.



Shared-Savings Model for High Energy Savers

- **Year 1:** Savings are split **50/50** between the client and Poppy.
- **Year 2 & Beyond:** Clients retain **75% of the savings** while Poppy receives 25%.
- **Billing:** Savings are calculated monthly and adjusted for weather and occupancy factors.

Building Qualification

Buildings must be qualified by Poppy for **Poppy Certify for Energy** Program. Buildings with low utility rates, or that are not code-compliant, or unusual space types (e.g. data centers) typically do not qualify, but can proceed with **Poppy Certify for Compliance & Health**.

Building Type	Energy Savings Potential	Engagement Model	Performance Guarantee
High Energy Savings	10% or higher savings on energy bill	Shared Savings Model	Positive ROI guaranteed
Low Energy Savings	5-10% savings	Flat Rate Model	Positive ROI guaranteed
Health & Compliance	Under 5% savings	Flat Rate Model	No guarantee

Savings & Performance Guarantee

- **Guaranteed Return on Investment:** If the savings realized do not cover Poppy's fees by the end of Year 1, Poppy will refund the difference.
- **Ongoing Monitoring & Verification:** At **6-month and 12-month** intervals, Poppy retests ventilation performance to verify savings across all seasons.
- **Industry-Standard M&V:** Savings calculations adhere to **IPMVP protocols** for energy savings verification.

Billing & Payment Model

- **Monthly Savings Calculation:** Energy reductions are tracked each month, adjusted for weather and occupancy.
- **Performance-Based Invoicing:** Poppy bills clients for its share **only after** savings are realized.
- **Transparent Reporting:** Clients receive clear, verifiable energy savings data in every billing cycle.
- **Opt-Out Flexibility:** Clients may exit the program after the assessment phase with minimal to no financial commitment.



Why Choose Poppy?

Poppy's model aligns with industry best practices while eliminating the **high costs and long timelines** associated with traditional ESCOs. It's an ideal solution for building owners, facility managers, and energy consultants looking to reduce costs **without** capital-intensive projects. With a **fully managed service, transparent cost structure, and guaranteed savings**, Poppy provides a low-risk, high-value solution for sustainable building performance.

Poppy's Strategic Partner & BreatheScore Accredited Professional for Kansas & Missouri:



ePlus Environmental Solutions LLC
James Noe
(913) 915-1681
jnoe@epluses.com
<https://epluses.com>