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## Energy New England enters into strategic partnership with Seldera

ECHO<sup>SM</sup> Analytics combines with Building Dynamics tool to analyze energy consumption through behavior analysis on campuses and in business facilities.

**Foxborough, MA:** Energy New England, LLC, a leading provider of wholesale and retail energy services, announced today that it has entered into a strategic partnership with Seldera, a wholly owned subsidiary of Ameresco, Inc., (NYSE:AMRC), a leading energy efficiency and renewable energy company, to launch an expanded version of the ECHO<sup>SM</sup> Analytics dashboard and create a new technology-based tool to provide low-cost energy savings by adapting the building consumption to occupant behaviors. With the roots of both organizations centered in the Commonwealth, the partnership and resulting products will further solidify the region as a center for technological solutions to energy efficiency and speaks to the depth of knowledge and experience in Massachusetts.

Through their experience and knowledge of web-based platforms and sensing, Seldera brings a technology focused perspective to the product line with the ultimate goal of integrating it into their well-respected Building Dynamics suite. Andreas Savvides, Executive Vice President of Seldera, said “the combination of technology with an experienced partner like Energy New England adds a lot of value for the customer.” John G. Tzimorangas, President and CEO of ENE, shared his enthusiasm for the potential in the partnership and added “ECHO<sup>SM</sup> Analytics has proven to be a useful tool for our clients, this will only serve to transform a good tool into a GREAT one.”

“We strive to deliver quick paybacks and low initial cost solutions to our customers. Reducing building costs and increasing the bottom line is precisely what Seldera’s new technology offers for campuses, commercial and industrial manufacturing facilities,” said Andreas Savvides,

Executive Vice President, Seldera. “We strive to deliver quick paybacks and low initial cost solutions to our customers.”

Seldera’s new offering, ECHO<sup>SM</sup> Analytics with Building Dynamics, dubbed EA-BD, combines demand management capabilities with load analysis and occupant behavior analysis in a single expandable platform that can share intelligence with new or existing controls. The system correlates building occupancy patterns and production processes with energy consumption end uses to expose low-cost/no cost measures and performs the *what-if* analysis for more elaborate upgrades.

“Utilizing the Building Dynamics service has been a seamless experience for us and has delivered impressive and notable savings to our bottom line,” said Dennis Nelson, VP of Claims of New London County Insurance companies.

Building managers and owners are continuously looking to reduce costs through energy efficiency. The first step is learning where energy consumption occurs. ECHO<sup>SM</sup> Analytics with Building Dynamics provide those insights through a combination of sensing and analytics in an easy-to-install system. The tool is installed in a single visit, and can work together with the existing building automation systems. The application is particularly effective in rapidly changing environments and buildings with complex loads such as industrial facilities and university campuses. Owners and managers can view data anytime and keep track of real-time energy consumption and automate savings opportunities. Seldera’s software services, one of the new offerings of Ameresco Inc, sends owners and managers email and text alerts for continuous monitoring.

#### **About Energy New England, LLC.**

Energy New England, LLC ([www.energynewengland.com](http://www.energynewengland.com)) is a leading provider of wholesale and retail energy services. The company conducts more than \$300M in structured transactions annually, and has also grown to become the leading provider of conservation and efficiency services for the public power community in the region. The company’s customer base has grown exponentially over the past few years. Its comprehensive portfolio includes power supply and risk management services, energy and water conservation services, energy brokering, and renewable energy solutions. Energy New England has customers situated throughout New England as well as other power pools. The company works with an increasing number of utilities, independent power producers, industrial, commercial and institutional facilities, municipalities and non-profits.

#### **About Seldera, An Ameresco company**

Part of the Ameresco family since 2012, Seldera is a wholly owned subsidiary with offices in New Haven, CT and Framingham, MA and specializes in the development of scalable, secure, intelligent sensing solutions for building energy efficiency. The Seldera team has a high-level of

knowledge and experience with the fast-paced and constant occupancy changes on campuses. For more information, visit [www.seldera.com](http://www.seldera.com).

**About Ameresco, Inc.**

Founded in 2000, Ameresco, Inc. (NYSE:AMRC) is a leading independent provider of comprehensive services, energy efficiency, infrastructure upgrades, asset sustainability and renewable energy solutions for facilities throughout North America. Ameresco's services include upgrades to a facility's energy infrastructure and the development, construction and operation of renewable energy plants. Ameresco has successfully completed energy saving, environmentally responsible projects with federal, state and local governments, healthcare and educational institutions, housing authorities, and commercial and industrial customers. With its corporate headquarters in Framingham, MA, Ameresco provides local expertise through its 70 offices in 33 states, five Canadian provinces and the United Kingdom. Ameresco has more than 900 employees. For more information, visit [www.ameresco.com](http://www.ameresco.com).