

NER and Bluestone can assist in the identification of energy conservation measures in facilities, qualify the measures for appropriate utility incentives, and manage construction of projects, working closely with the utilities to bring incentive money to customers.



What is an Energy Rebate Program?

Many Utility companies offer financial incentives for energy-efficient equipment and technical assistance in new construction and retrofit projects. The programs are designed to encourage overall energy efficiency and energy-building design among non-residential customers.

What is the Energy Policy Act of 2005?

The Act created the Energy Efficient Commercial Buildings Tax Deduction, a special financial incentive designed to reduce the initial cost of investing in energy-efficient building systems via an accelerated tax deduction.

Who's Eligible to Participate?

Most business customers including commercial, industrial and governmental are eligible to participate. The facility location will determine eligibility as to whether State, Municipal and/or Utility incentives are available.

What's Eligible for Rebates?

This varies greatly by State and Utility but here are some generalities. Non-Residential New Construction (NRNC) programs were created for commercial, industrial, high tech and agricultural customers to encourage energy efficient building, process design and construction. Also eligible and probably more common in our industry are retrofit projects. These projects include replacing older less economical infrastructure with newer high-efficiency IT equipment.

Total incentive payments (rebates) are often based on actual reduction in energy usage. Customers can also receive energy rebates by installing new, energy efficiency equipment. In this scenario, customers design their own energy-saving project and propose the incentive amount necessary to implement the project.

What's the Benefit?

Many programs provide financial assistance for data center assessments. In some cases, up to 50% of the associated cost can be subsidized. NER's IOS Assessment provides a comprehensive review and analysis of an IT environment. The reports are used as a baseline and 'road map for remediation' of any issues brought to light by the in data center evaluation.

Utilities provide financial incentives for data center and facility projects that reduce power consumption and improve efficiencies. These rebates can be significant and will reduce projects costs, resulting in much improved ROI. Last year, Bluestone obtained over \$4 million of incentives for efficiency projects at customer facilities. The incentives vary greatly by program with some being based on % kWh saved, project payback time or gross power reductions.

Depending on the circumstances, some Utilities are willing to support qualified projects by offering very low financing rates. While not the norm, Bluestone has negotiated 0% financing terms for larger opportunities.



What's the Rush?

Utility incentives are not open-ended so organizations cannot afford to let bureaucracy or indecision delay projects. Each state requires that projects be completed by a certain date to qualify for financial support and this can be used to push customers to action.

Which States have Utility and/or Government Incentive Programs?

Alaska	Idaho	Michigan	New York	Tennessee
Arizona	Illinois	Minnesota	North Carolina	Texas
Arkansas	Indiana	Missouri	Ohio	Utah
California	Iowa	Montana	Oklahoma	Vermont
Connecticut	Kansas	Nebraska	Oregon	Virginia
DC	Kentucky	Nevada	Pennsylvania	Washington
Florida	Maine	New Hampshire	Rhode Island	Wisconsin
Georgia	Maryland	New Jersey	South Carolina	Wyoming
Hawaii	Massachusetts	New Mexico	South Dakota	

Why Engage NER?

44 states, including the District of Columbia, have either Utility or Government incentive programs in place for organizations that implement energy reduction improvements. Each program is different and requires a complete understanding of each authority and their particular qualification requirements. We can provide the professional counsel your customer needs to qualify for all available energy incentives.

When to Engage Us?

Not every call warrants NER or Bluestone's involvement; but accounts considering significant changes to their data center or facility are excellent prospects. Retrofit opportunities include high efficiency IT equipment (Fans, Motors, Variable Speed Drives, Air Compression Systems), improved HVAC (Air conditioning and refrigeration). Additional incentives are commonly available for reducing 'on-peak demand'. The Incentives Checklist is an easy-to-use guide for required information to help pre-qualify opportunities.

How to Engage NER?

If you have an opportunity, getting NER and Bluestone involved is easy. NER has multitude of data center specialists and a team of inside technical support available to assist in the process. Our team can help with joint calls, provide highly detailed assessments and recommend a course of action (with ROI) to remediate any data center infrastructure issues. Call or email the local NER representative in your area to see how we can help you. Visit www.nerdata.com for more information.



Providing professional support and consultation for improved data center infrastructure efficiency.