

## INTRODUCTION

MD Energy Advisors (MDEA) is a federally certified Disadvantaged Business Enterprise (DBE), nationally and state certified Minority Business Enterprise (MBE). Since 2010, MDEA has provided solutions that meet the energy management, efficiency and renewable goals of utility, commercial, residential and government clients. Our goal is to deliver results with unparalleled customer service.



## Our Offerings

MDEA has a demonstrated track record in helping Utilities achieve their desired Demand Side Management goals. Since 2017, MDEA has supported multiple utilities with the following:



### Customer Engagement and Outreach

Skilled at identifying and engaging the right customers for your program. Our team can assist with building audits, project applications & on call support.



### Engineering Support

Our team of engineers can review Custom, Retro-Commissioning, Lighting and other prescriptive program applications.



### Residential Direct Install / Limited Income

Implementing residential direct install programs including work with Limited/Income Eligible programs.



### Financing

MDEA has financing tools like C-PACE and other on bill financing options (in energy deregulated markets) that helps alleviate the financial barrier in completing an energy efficiency project.



### EV Program Management

Our team has extensive experience in implementing a “go to market” strategy for EV charging stations. Our team not only conducts the outreach but also assists with site planning and EV program design.



### Retail Program support

MDEA can conduct Quality Assurance/Control for in-store utility rebate programs. We can also staff utility in-store events.

## Utility Experience

Since 2017, we have helped the following utilities implement their energy efficiency programs:

 <b>PARTNERS SINCE</b> March 2017	 <b>PARTNERS SINCE</b> September 2019	 <b>PARTNERS SINCE</b> September 2019	 <b>PARTNERS SINCE</b> September 2019	 <b>PARTNERS SINCE</b> November 2019
--	--	--	---	---

## Our Approach

- Be A Value Add Partner**

Our firm is committed to delivering results. Not only do we want to help our clients and partners achieve their diverse spend...we want to be a value add partner.
- Hire Great Staff**

Our ability to source talented people that value customer service is our key differentiator. We can support programs anywhere in the United States and have a team that is dedicated to finding talent that adheres to our core values. We use in-house and outside talent sourcing agencies to help us identify the right team for your program.
- Provide Competitive Pricing**

We can work under a variety of models that support the financial viability of the proposal and program implementation. We believe in a Win-Win approach.
- Maintain Appropriate Coverage**

MDEA currently carries the following levels of insurance coverage:

Type of Insurance	Limits
General Liability	\$2M each occurrence <i>\$4M aggregate</i>
Automobile Liability	\$2M
Errors and Omissions	\$2M
Umbrella Liability	\$1M
Workers Compensation	\$1M
Cyber Liability Coverage	\$5M