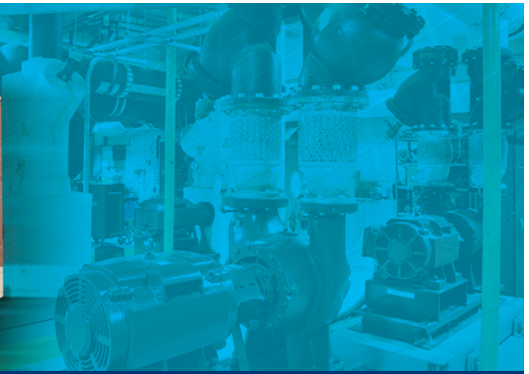




CAPE REGIONAL MEDICAL CENTER
AN AFFILIATE OF THE UNIVERSITY OF PENNSYLVANIA HEALTH SYSTEM



WHAT TO EXPECT FROM YOUR PAY FOR PERFORMANCE PARTNER

Pay for Performance takes a comprehensive, whole-building approach to energy efficiency in existing commercial and industrial facilities with an average annual peak demand over 200 kW. A network of Pay for Performance Partners provides technical, financial and construction-related assistance you'll need to participate in the program. Here are some things to consider in selecting the Partner that best meets your needs.

Tips for Selecting a Partner

- **Geography** - does the Partner service your region?
- **Experience** - has the Partner worked on projects with buildings similar to yours?
- **Reputation** - ask the Partner for case studies and references. Call former clients and ask questions.
- **Responsibility** - did the Partner explain the Program to you and provide you an estimate including all costs pertaining to your project?

What to expect from your Pay for Performance Partner

- A thorough knowledge of comprehensive opportunities available to large commercial and industrial facilities, including potential energy efficiency measures and improvements, their performance criteria, cost, and availability
- Provision of all information and materials required to participate in the Program
- Preparation of all reports and documents required for the Program
- Assistance in getting the ENERGY STAR® label on your building
- Facilitation of the receipt of incentives from the NJ Board of Public Utilities
- Assistance in saving energy and cutting energy costs
- Prompt response to your initial inquiry and all subsequent requests
- Timely and responsible delivery of promised services
- Financial and/or regulatory assistance to implement the energy-savings plan and assistance in identification of additional funding sources
- Collaborative consultations with the design team by presenting alternatives and suggestions and working within the design team's goals
- Assistance in ensuring all recommendations are properly represented in bids
- Assistance in explaining any additional expectations or requirements to the chosen contractors
- Inspection and verification of the performance of your installed recommended measures to ensure energy savings are realized

