

**WE HAVE YOUR BACK**

# Win More Projects, Enhance Your Margin, and Add Recurring Revenue

Your clients have aggressive sustainability goals without the financial resources to deliver them. The ERC Program™ accelerates the adoption of sustainable infrastructure by investing its own capital to make achieving sustainable goals quick and easy.

## Unprecedented, Risk-Free Program

Do you have clients who would benefit from upgrading to sustainable infrastructure but don't have the capital? ERC makes the conversion to new sustainable infrastructure possible for your clients and prospects with NO upfront cost and NO long-term obligation.

The ERC Program™ pays you for all project costs including site assessment, equipment of your choice (approved by your client and ERC), installation at fair labor rates and even ongoing maintenance and replacement costs.



- Indoor & Outdoor Lighting
- Solar Energy Infrastructure
- Air Quality Improvement & Efficiency
- Water Efficiency & Wastewater Improvement

## How the ERC Program™ Works with Contractors

- 1. Kick-Off**  
 Contractor assesses existing equipment and Operator needs and then specifies project scope.
- 2. Assessment**  
 ERC evaluates the project and provides a conversion plan for Operator approval.
- 3. Installation**  
 Contractor installs ERC-owned sustainable infrastructure with no upfront cost to Operator.
- 4. Payment**  
 Operator pays ERC monthly for equipment usage and retains a share of the conversion's operating benefits.
- 5. Maintenance**  
 ERC pays ongoing equipment maintenance and replacement costs. Operator retains right to terminate agreement or purchase the equipment.

ERC is Making a Difference for Good

**30**  
 Private Sector Projects  
 Businesses & Private Schools

**60**  
 Successful Projects  
 In the last 12 years

**30**  
 Public Sector Projects  
 Municipalities & Public Schools

# A Sustainable Future Faster

## Why partner with ERC?



### Remove Budget Barriers & Revive Projects

Budget is often the #1 reason why prospects don't approve sustainable infrastructure projects. The ERC Program™ allows every organization to upgrade to sustainable infrastructure, without a budget.



### Close More Deals Faster

ERC pays you all project costs (no matter what size of a project) with no long-term obligation from your client, making project approvals faster and easier for you and your prospects.



### Reduce Your Risk

Receive prompt payment from ERC with no client credit risk for you. ERC pays you for site assessment, all mutually-agreed costs for equipment, installation, and ongoing maintenance and replacement.



### Enhance Margins & Recurring Revenue

As you provide product and services not only for initial conversion but also for on-going maintenance and replacement, ERC and your clients will both have a long-term relationship with you. 100% customer satisfaction is essential for our mutual success.

With the ERC program there are immediate functional, financial, and environmental impacts and benefits. A win, win, win.



*Rapidly deploy new, more sustainable infrastructure, with no upfront capital cost, and with net operating benefit.*

## 12 Years and 60 Successful Sustainability Projects



GatewoodSchools