

# ELS FACT SHEET

## Top 5 Reasons to Hire an Energy Efficiency Consultant (EEC)



### 1. They Are Experts in Energy Efficiency

You know *your* business better than anyone. You would never allow someone who hasn't been trained or had the experience in *your* business tell you how to run *your* business. Why? Because *you* are the expert on *your* business. So why not hire someone who knows energy efficiency better than you so you can benefit from their expertise? Odds are, no matter how much you know about energy efficiency, an experienced EEC will know much more and can help you in ways you never would have considered.

### 2. They Know the Pitfalls of Technology Fads

It seems like there is a new energy efficiency technology that comes out every month. Your business isn't to know and understand those new technologies. Your job is to run your business and make it successful. An experienced EEC can help navigate the confusing waters of energy technology, giving you peace of mind.

### 3. They Have Access to Other Experts

A true EEC will readily understand the need to bring in other technology experts to help consult on projects. While his or her expertise may be in lighting, an EEC should be able to bring in an HVAC expert if needed to prevent unintended consequences on project implementation. This synergy with other experts can save you money 3, 5, and 10 years from now.

### 4. Their Goals Are Your Goals

There is a BIG difference in hiring an EEC versus hiring an electrical contractor or a lighting distributor. As a CFO, CEO, Facility Director, or Business Owner, you are tasked with the job to make sure money is spent wisely. An EEC is only interested in saving you money. Period. His or her income comes from energy saved, not products sold. Sharing this goal pays dividends.

### 5. They Pay for Themselves

Running your business is hard. There is wisdom in using expert advisors for counsel on how best to operate your company. An EEC can partner with you for the duration of your business' lifetime. An expert EEC should bring a net gain to your bottom line, making his or her services essentially free. For example, hiring an EEC at \$50,000 to consult on a major project sounds expensive, but when the EEC is able to show you how to save \$200,000 annually for the next ten years, that \$50,000 expense turns into an investment with a 300% ROI.