



EcoMotion Solar Works

Cost effective greening of corporations, cities and campuses

EcoMotion was founded in 2001 by Ted Flanigan, whose energy policy and planning experience extends to nearly all 50 states and over two dozen countries. The EcoMotion team is dedicated and able, with a prestigious consulting stable and a vast network of professionals in the green space. EcoMotion has a history of promoting smart energy management, renewable energy and climate protection. Its principals have a 25-year track record of working with cities, utilities, schools, and corporations on energy and environmental programs, steering clients toward a sustainable energy future.

The EcoMotion Solar Advantage

While many business owners and organizations have a heightened awareness of solar, few know how to “go solar,” or more importantly, whom to trust. To address this market need, EcoMotion has developed a niche in the solar space, serving as **independent owner’s representative** to help large property owners and managers go solar with confidence. While a myriad of solar companies exist, EcoMotion understands which ones will deliver over the long haul. As an experienced solar partner, EcoMotion thoroughly and objectively reviews each client’s needs, saving time and money throughout the process.

A prime example: On a recent EcoMotion project, bids for the same size solar system ranged from \$4.70 to \$5.30 per watt! (Representing a difference of nearly \$1 million for the system.)

Start to Finish Solar Program Management

Project Planning

Contractor Selection

On Site Energy Savings Analysis

Project Oversight/Project Management

Detailed Financial Analysis

Public Relations

Custom Bid Specifications

Ongoing Performance Management

Highlights of EcoMotion Success

- **25 year proven track record**
- **A-Z support allowing you to go solar with confidence**
- **Our vendor neutrality policy means we work for you**
- **Our focus and experience result in our clients realizing the greatest savings**
- **Custom sizing vs. maximum sizing to optimize your energy procurement**
- **Satisfied clients include The Capital Group, Cathay Bank, City of Santa Monica, City of Miami, Burbank Water & Power and Long Beach Airport.**

To learn more about how EcoMotion can help with your solar project, please visit our website at www.ecomotion.us or call us directly at (949) 450-7151.



EcoMotion Solar Services

Project Planning

Conceptual planning: aesthetics and functionality
Educating all levels: technologies, trends, incentives

On Site Energy Savings Analysis

Orientation analysis: latitude, azimuth and tilt
Rooftop: composition, age, warranties, shading
Structural integrity: loading, analysis, conditions

Financial Analysis

Solar production estimates, analysis of rates/rate offsets
Net cost analysis: state, local incentives, federal tax credit and MACRS
Modeling of returns at different system costs and capital rates
PPA analysis: cost, term, buy-out, escalation rates

Proposal, Project Review, Contractor Selection

Technical equipment review, bill and rate analysis
Special conditions: local ordinances, CC&Rs
RFP development and bid analysis

Project Tracking and Facilitation

Track and oversee project to completion
Expert facilitation among parties to ensure project success to all

Enhanced Services

Project Management

Comprehensive service through design, engineering and installation
Weekly Project facilitation, reporting, flagging key issues
Expert third party reviews, field inspections during construction, Quality Control

Public Relations

Ribbon cutting, press releases, articles in trade journals,
Communications with employee, building, occupants
Photographic documentation throughout

Inspections and Ongoing Monitoring

Solar system inspections (utility and electrical)
Five year third party systems monitoring
Alarms and field recommendations

Case Study: Teaming for Success

As "owner's representative", EcoMotion was brought on at the beginning of the project to help provide specialized expertise.

"Our goal was to understand both the property and the goals of the owner before moving ahead to draft the RFP," said Ted Flanigan, President. "The goals were clear – install a high quality system that would demonstrate the organization's commitment to providing an environmentally-friendly workplace with the most efficient payback."

After diligent site, utility rate, and financial analysis, EcoMotion drafted a tight RFP and assembled qualified contractors, who delivered clear and competitive bids.

As with any project, this one faced challenges that EcoMotion helped work through. Per Reid McCartney, VP of Facilities, The Capital Group: "Ted Flanigan has a solid understanding of The Capital Group's desire to provide an environmentally friendly workplace for our associates. He also realizes that we need to balance that desire with the financial realities of a project of this scope. He provided a strong knowledge of utility company processes, and sound leadership skills which provided instrumental in resolving the handling of the California Solar Initiative rebates."

The resulting 1MW installation will save the company \$14 Million over 25 years.



EcoMotion Solar Energy Projects



Large campus configuration choices

At the headquarters campus of The Capital Group Companies in Irvine, EcoMotion is serving as "owner's representative," facilitating the largest solar system installation to date in Orange County. The 993 kW AC system, with 5,472 panels, is mounted on three existing parking structures. It will provide over half the power requirements of the company's data center and central plant.



Unique solar port design

Cathay Bank, in El Monte, CA, brought EcoMotion aboard for assistance in comparing bids it had received for a proposed solar port project. EcoMotion suggested the significant step of redefining the project and reissuing the RFP for the work. Having helped select the winning bidder, EcoMotion is currently working with the bank, the bank's architect and the installer to put the final touches on a 432 kW AC show-case of high-technology.



Tight installation timeframe

Miami Mayor Manny Diaz, incoming Chairman of the U.S. Conference of Mayors, was searching for a demonstration of the city's commitment to greening and to justify its honor as America's cleanest city. EcoMotion recommended unique solar structures – able to withstand hurricane winds -- to be ground-mounted at the historic Miami City Hall. Then EcoMotion found a local company able to manufacture, assemble and install them. From City Council approval to the arrival of the camera crews turned out to be only 15 days.



Santa Monica College steps up

EcoMotion conducted a campus-wide, solar scoping study for Santa Monica College, involving a detailed 16-rooftop analysis and identifying a 1.2 MW potential. The College began the first phase of construction in 2009, with a second phase was completed in fall, 2010 to bring the total to 408 kW DC.

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