4tell™ Solutions, LLC
Company Overview

Innovation for the Built Environment™

economic • energy • environmental • social

4tell™ Solutions, LLC

15 Franklin Street
Portland, Maine 04101

207.828.7900

www.4tellsolutions.com

Corporate Overview

4tell™ Solutions, LLC (4tell™), innovates unique technology solutions that transform the management of the built environment – facilities, buildings and infrastructure – into a sustainable core internal proficiency that optimizes financial, energy, environmental and social impacts on an organization.

4tell empowers its clients to optimize their business results by creating and aligning a strategy for their built environment with their core mission and business objectives.   4tell technology solutions drive informed, sustainable business decisions by creating knowledge through the capture, management and analysis of raw property and operating data.

4tell™ solutions implement strategic planning business processes (plan, assess, analyze and execute) by incorporating the four pillars of sustainability (financial, energy, environmental and social factors) into performance optimization for the built environment.

Combining leading strategic management methods with proven engineering and economic models, 4tell helps its clients to:

- Reduce expenses, avoid costs and mitigate risks
- Align operating and occupancy strategies with business objectives
- Prioritize investments based on payback and rate of return
- Optimize capital and operating lifecycle budgets
- Streamline facility governance and business processes
- Increase energy efficiencies
- Keep environmental commitments and comply with regulatory and reporting requirements
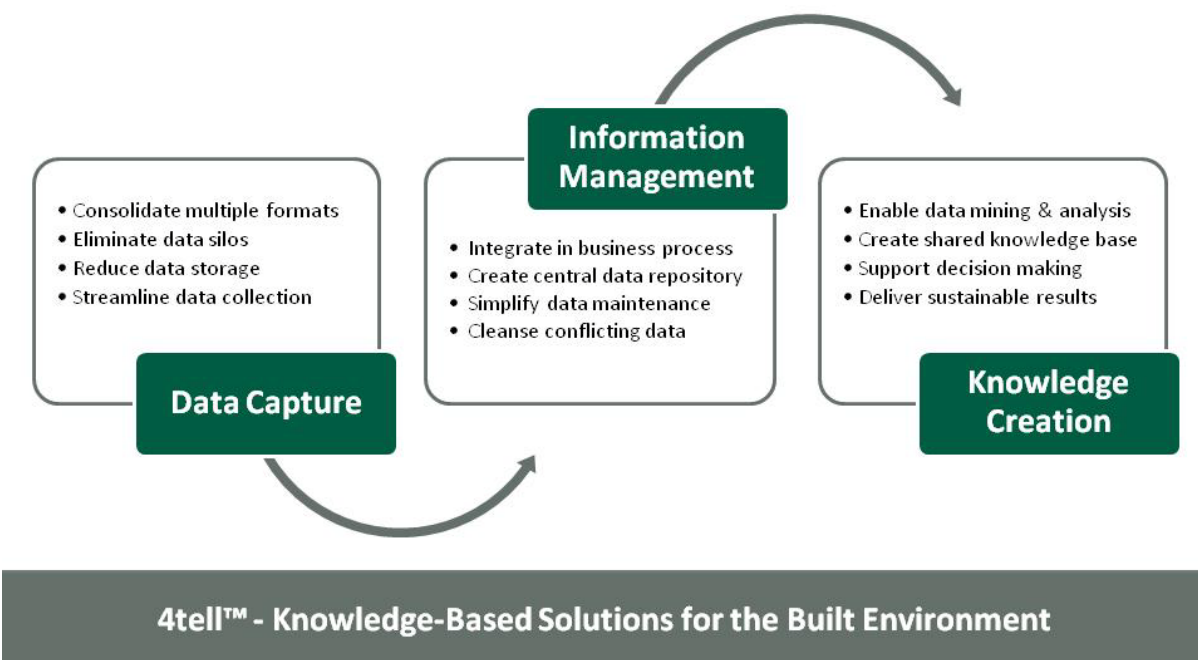- Inform stakeholders through sustainability reporting

4tell solutions support the business processes and decision making of executives responsible for delivering organizational financial performance as well as the processes of facility, energy and security managers charged with improving the financial, energy, environmental, and safety performance of their strategic assets.

In this era of increased accountability, sustainability and stewardship, the importance of embracing new approaches and methodologies towards managing the built environment is paramount if real change is to occur. Organizations must consider alternatives to the "status quo" in order to realize and achieve measurable success in meeting required financial goals while addressing the mounting social pressure for corporate social responsibility.

Recognizing this need, 4tell™ developed iPlan™ to help organizations improve their performance along financial, energy, environmental and social dimensions to achieve strategic, operational, and occupancy objectives, while focusing on bottom line driven business models. iPlan provides a truly unique value proposition for 4tell clients and is a key differentiator in the marketplace from "status quo" service and software offerings.

Traditionally, strategic asset management systems which support facility condition assessments were a means to the end of capital planning. 4tell recognizes, however, that capital planning is a means, rather than an end. The capital planning process is one component of the overall sustainable facility governance process for the built environment which at its core should be focused on performance management. That is, capital plans are simply a means to achieve the end result of performance improvement.

These performance requirements mean that financial, energy and emissions, environmental, security, workplace access, and productivity assessments, along with traditional facility condition assessments and lifecycle information, must be included in the technology solution and business processes. iPlan, at its core, is a performance management solution rather than a capital planning system. Capital planning is but a part of a larger process that serves the goal of performance improvement. Strategic asset management provides the required understanding and knowledge to support informed portfolio investment strategies – which translates directly to the bottom line.

Data Capture
- Consolidate multiple formats
- Eliminate data silos
- Reduce data storage
- Streamline data collection

Information Management
- Integrate in business process
- Create central data repository
- Simplify data maintenance
- Cleanse conflicting data

Knowledge Creation
- Enable data mining & analysis
- Create shared knowledge base
- Support decision making
- Deliver sustainable results

iPlan™ Technology Solutions

To best support its facility service "deliverables" and add value for its clients, 4tell™ originally began developing proprietary technology to help optimize its own internal business processes. This technology continued to evolve, through material investments, into its current state-of-the-art technology platform that supports clients' business processes on an ongoing basis.

4tell designs, develops and implements its technology for organizations seeking knowledge, transparency and accountability for their built environment. Architected to effectively deliver custom implementations, without the traditional level of investment in terms resource, time and money, 4tell solutions provide real value for our clients. Our web-native technology platform is easy to use, cost effective and scalable.

4tell solutions include:

- iPlan™ Sustainable Facility Governance Technology Platform
- iPlan™ Facility Capital Planning
- iPlan™ Energy Governance
- iPlan™ Security Governance
- iPlan™ Demand Side Management

iPlan™ Sustainable Facility Governance Technology Platform

iPlan™ Sustainable Facility Governance Technology Platform serves the facility capital planning, operational and performance management, and stakeholder reporting needs for organizations of all sizes. Built to integrate with enterprise systems - including financial management, performance management, and asset and energy management - iPlan presents a business view of the technically-driven capital planning, project management, and budget processes. iPlan is configurable to support specific capital planning and performance management processes, including customized assessments that support sustainable governance of facilities. From investment analysis to lifecycle planning and on-going performance management, iPlan supports an organization's governance requirements for facilities, buildings and infrastructure including:

- Lifecycle capital planning and forecasting
- Capital funds management
- Capital performance management
- Stakeholder reporting
- Condition assessments and capital planning
- Energy assessments, efficiency and emissions analysis, and capital planning
- Security assessments and capital planning

iPlan™ Facility Capital Planning Solution

iPlan™ Facility Capital Planning solution supports the capital planning and budgeting process for facilities, buildings and infrastructure. Facility administrators and managers use iPlan to assess current asset conditions, forecast capital budget requirements, prioritize capital renewal projects, and support asset lifecycle repair/replace decisions. The tool streamlines the process of prioritizing the capital required to preserve and maintain the investment in infrastructure, facilities, and assets. iPlan effectively evaluates the scope and complexity of various capital renewal, deferred maintenance, plant adaptation, and maintenance projects and manages funding sources including capabilities to:

- Quantify and analyze system renewal costs
- Implement consistent capital planning process across divisions and sites
- Collaborate on planning/budgeting decisions using standardized data and process
- Compare lifecycle capital requirements to funding sources and levels
- Identify funding risks and opportunities
- Implement periodic condition assessments and deferred maintenance plans

Actions	1 Year	2 to 5 Years	> 5 years	Current FCI
Adaptation	£0	£120,000	£0	☑
Energy	£464,900	£0	£0	☑
Lifetime	£145,500	£940,062	£3,951,819	☑
Plant/Machinery	£0	£200,000	£0	☑
Repair	£54,500	£405,001	£0	☑
Replacement	£1,992,000	£0	£0	☑
Security	£141,750	£0	£0	☑
Totals	£2,798,650	£1,665,063	£3,951,819	11.83 %

iPlan™ Energy Governance Solution

iPlan™ Energy Governance solution supports the reporting and analysis requirements of the defined energy project.   iPlan Energy is designed to serve the energy capital planning, performance management and stakeholder reporting needs of organizations. iPlan Energy is built around proven engineering and economic models that inform lifecycle investment planning and budgeting decisions. Built-in energy performance data analysis and KPIs, energy auditing, building systems engineering algorithms, and building lifecycle cost models form the foundation for improving the financial, energy, and environmental performance of buildings. iPlan Energy helps manage and reduce the risks of maintaining fiscally and environmentally responsible operations and budgeting and enables our clients to:

- Reduce cost of planning energy investments for building portfolios
- Merge energy investment decision-making with overall capital planning process
- Match capital funds with energy savings opportunities
- Improve energy and emissions performance
- Report on energy investment performance to stakeholders
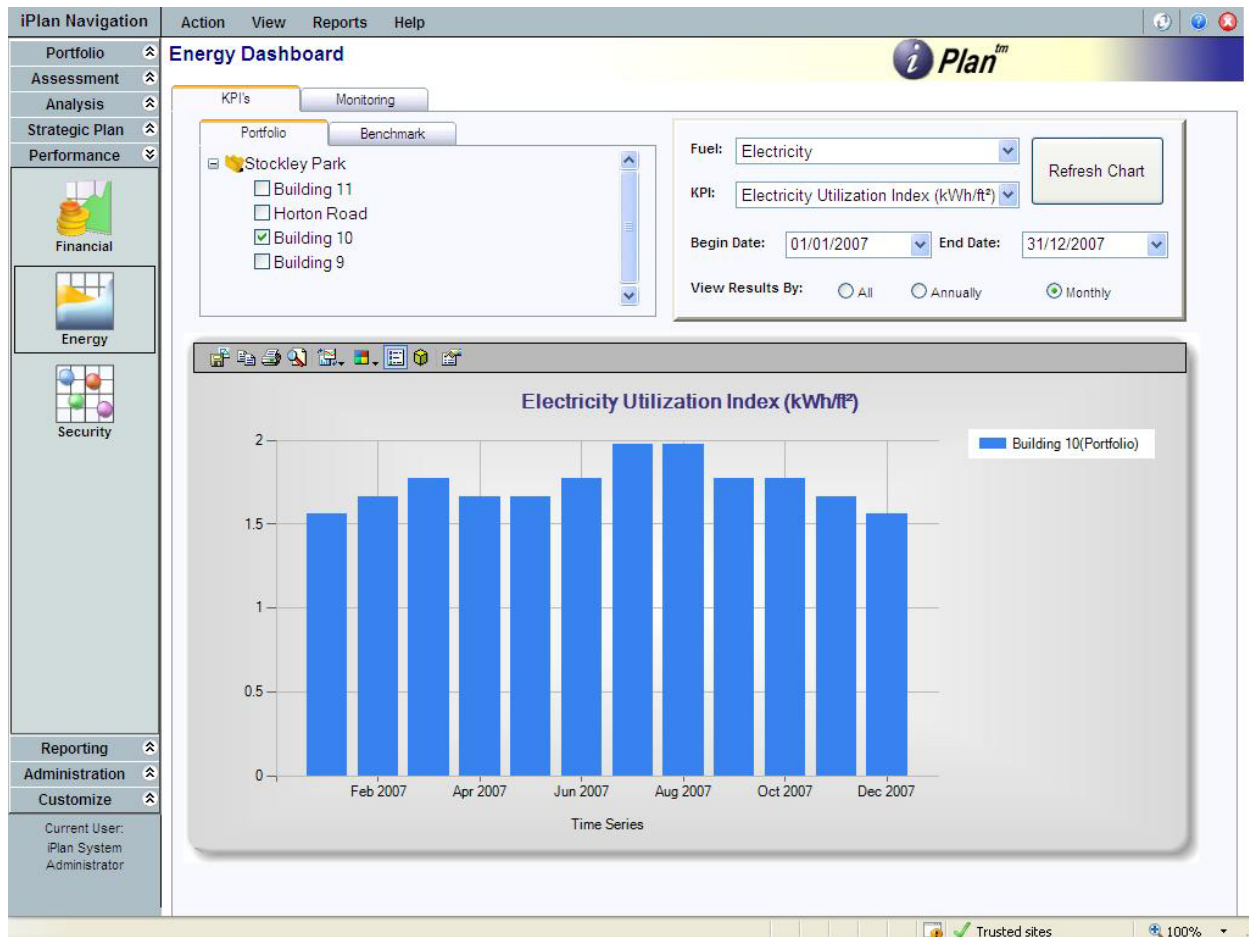
iPlan™ Security Governance Solution

iPlan™ Security Governance solution serves the security capital planning, performance management, and stakeholder reporting needs for our clients. iPlan Security Governance is built around industry standards (FEMA 426/429) and proven methodologies to determine asset value, analyze threat and evaluate vulnerabilities for a portfolio of facilities. Detailed assessments for higher risk buildings identify mitigation measures, which are capital plan items for upgrading the site and building architecture, building systems and security systems. These capital plan items become the actionable security plan for a facility, with a lifecycle forecast of required funds to manage security risk. iPlan Security Governance meets the need for facility portfolio management, security capital planning and stakeholder reporting and is architected to:

- Enable security planning and analysis on industry standards
- Provide consistent method for approving security plans
- Reduce cost of planning security investments
- Merge security investment decision-making with overall capital planning process
- Manage security capital funding sources
- Report on security investment performance to stakeholders

iPlan™ Demand Side Management (DSM) Solution

iPlan™ DSM Solution serves demand-side management program and energy services company processes. From business development to project management, program design and evaluation, performance management and reporting, the DSM Solution built on the iPlan™ Sustainable Facility Governance Technology platform provides configuration and integration to support best practices. iPlan DSM is built around proven engineering and economic models that inform energy efficiency and demand reduction investment planning and budgeting decisions. Built-in energy metered data analysis and KPIs, energy auditing, systems engineering algorithms and lifecycle cost models form the foundation for improving the energy and emissions performance of buildings. The solution is configured to work with an organization's program design, delivery and evaluation processes and serves to:

- Reduce cost of evaluating investment opportunities
- Merge project investment decision-making within overall program performance
- Use business rules and reverse auctions to award funds to projects
- Monitor program and sales performance through dashboards
- Measure and verify savings
- Implement web-based evaluation surveys
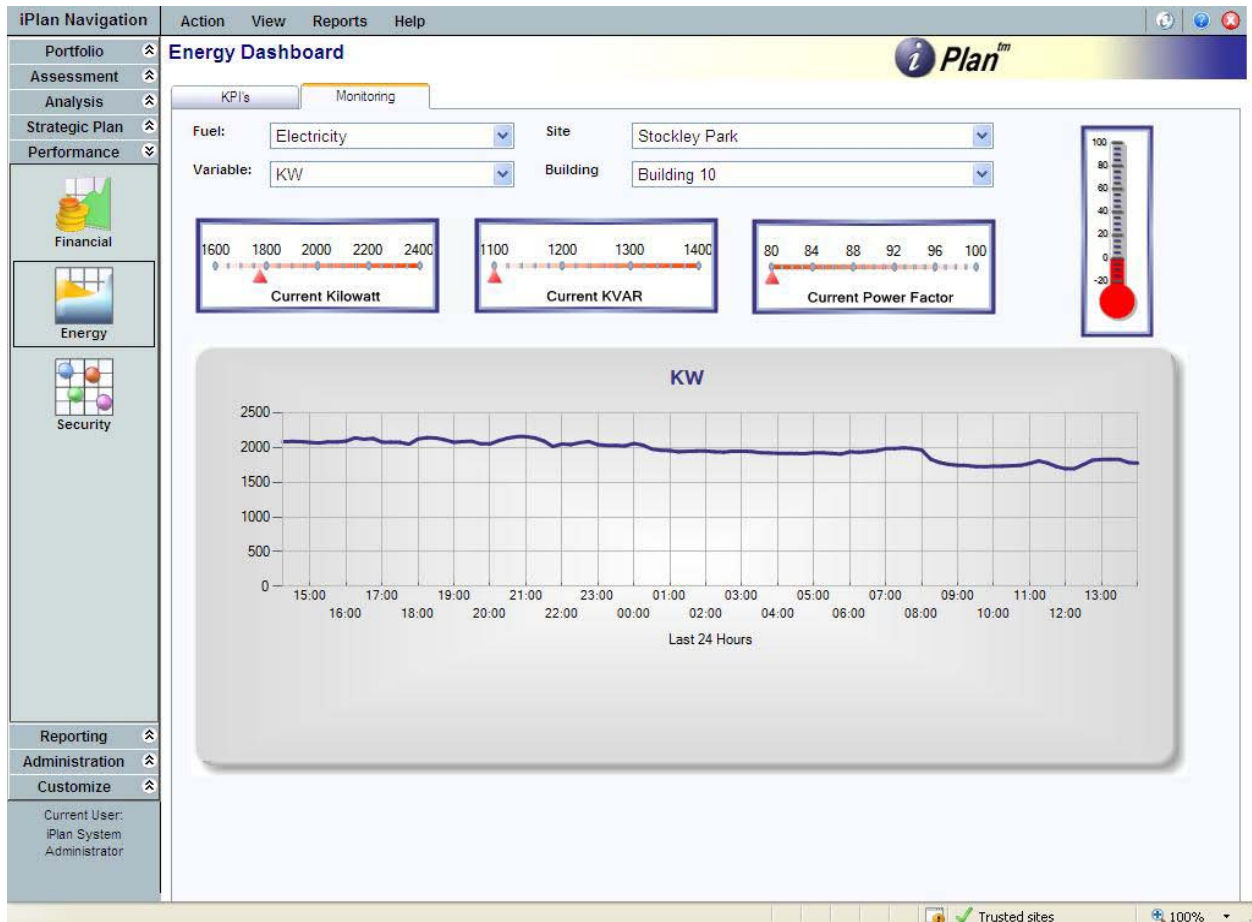
Services

Clients implement 4tell™ solutions to help them achieve the economic, energy, environmental and social mandates established to support their business objectives. 4tell clients optimize enterprise planning and capital performance and benefit in several key areas including asset governance, and capital planning, sustainability reporting, and financial, energy, emissions, security and operational performance. To support the implementation of its technology offerings, 4tell provides its clients with all of the required technical services including:

- License/subscription of proprietary technology
- Strategic management and business process consulting
- Technology implementation planning
- System configuration, setup, customization, integration and hosting
- Data services – collection, validation, entry, migration and conversion
- Training, technical support, custom reporting & analysis

4tell solutions are designed to support best practice methodologies and also provide essential professional and technical resources to ensure successful implementation and execution. The result is a catalyst for business process improvement within an organization and helps them move towards sustainable processes that creates knowledge and transparency and improves the performance of physical assets. To meet this need for our clients, in addition to our technical implementation service offerings, 4tell also provides subject matter expertise for professional consulting and strategic facility services including:

- Strategic planning and business process improvement
- Facility, energy and security governance processes
- Lifecycle and capital renewal planning
- Sustainability analysis and reporting
- Performance management analysis and reporting
- Facility condition assessments and capital planning
- Energy assessments and audits / Energy efficiency and emissions analysis
- Security assessments and audits
- Cost segregation analysis and reporting

4tell service offerings are supported by our proprietary technology platform and solutions which help to streamline our business development, work flow, data analysis and reporting processes. This allows 4tell to develop consistent client deliverables, embedded in a very efficient process, which provide predictable, quality results for our valued clients.

Contact Information

For more information please contact Julia MacMillan (jmacmillan@4tellsolutions.com). Please also visit our website at www.4tellsolutions.com.