



## ***CLIENT QUESTIONS FOR PROSPECTIVE ENERGY MANAGEMENT SERVICE PROVIDERS (EMSP)***

NB Power offers the **Energy Smart Commercial Buildings Retrofit Program (Energy Smart)**. The primary objective is to assist owners and operators of commercial buildings to implement energy efficiency projects in order to reduce energy consumption, increase competitiveness, and produce a healthier and more comfortable workspace.

Before hiring an energy auditor, NB Power suggests that you request proposals for more than two or three Service Providers. The proposal should include price as well as scope of work. You as the client should communicate to the EMSP when requesting proposals:

- the motivation for the energy audit.
- the expected outcomes
- budget implications and restrictions on rate of return in investment for upgrades
- any upgrades that are of particular interest For example, are you interested in solar water heat?

### **Here are some questions that NB Power suggests you ask the auditor:**

1. What are the skills, training and education of your staff?
2. What other commercial or related projects have you been involved in?
3. Provide references for 2-3 other customers.
4. When can you complete the audit?
5. When can you deliver the report?
6. What will you deliver as a part of this audit (ie: what is the audit “scope.” Is a blower door test or thermal imaging warranted/feasible? Will intrusive envelope evaluation be done/feasible? Will you use modelling software)? Please note, these are only suggestions, not all these measures are required or feasible for all buildings. For example, a blower door test is not typical in commercial grade audits; however, it is often beneficial in smaller commercial buildings.
7. Have other customers had much success in implementing your suggested energy upgrades and receiving incentive money from NB Power?

Please refer to the [Energy Smart Program Guide](#) for further information on the Energy Smart Program and EMSP qualifications.