EnergySense's Three-Party Contracting

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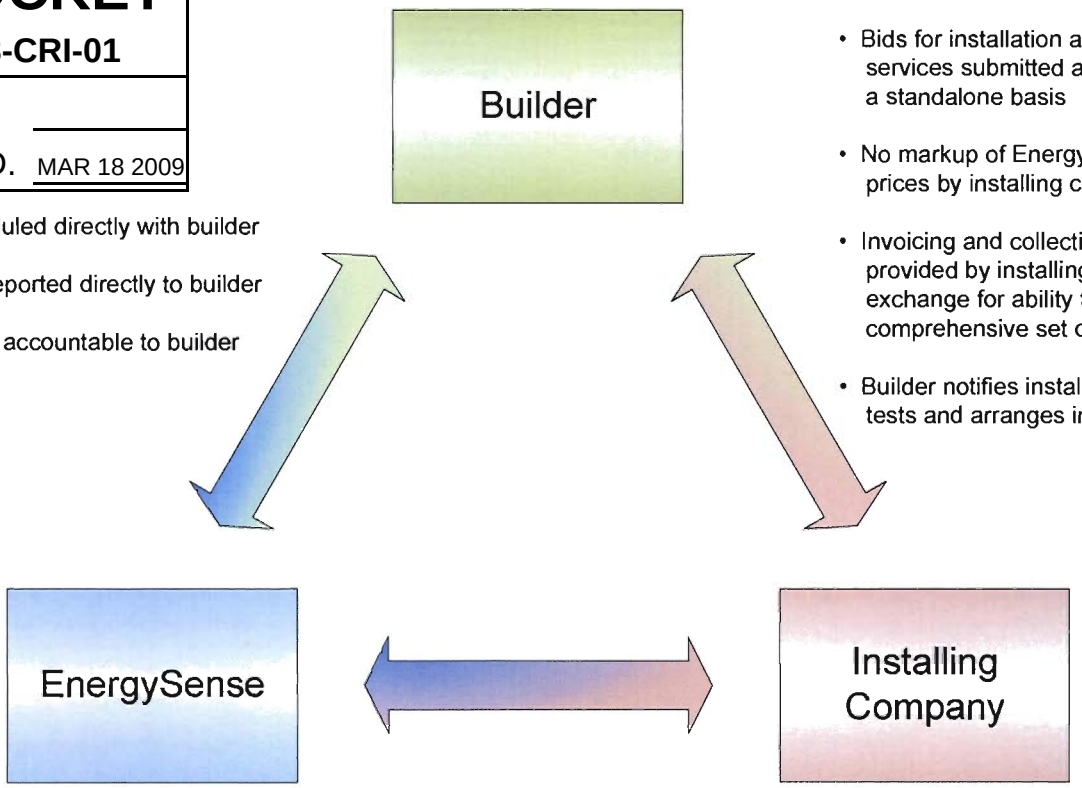
- Testing scheduled directly with builder
- Test results reported directly to builder
- EnergySense accountable to builder



- Bids for installation and testing services submitted and evaluated on a standalone basis
- No markup of EnergySense testing prices by installing company
- Invoicing and collection services provided by installing company in exchange for ability to offer more comprehensive set of services to builder
- Builder notifies installing entity of failed tests and arranges installation rework

- EnergySense raters are independent contractors to the installing company
- EnergySense raters have:
  - No ownership interest
  - No debt agreement
  - No employee/employer relationship
  - No advocacy or recommendation of installing company
- Contract not exclusive
  - Installing company not obligated to use EnergySense
  - EnergySense not obligated to perform testing for installing company
  - EnergySense free to market testing services directly to builders.
- EnergySense sets prices for testing services based upon market conditions and own revenue and profit goals
- EnergySense receives full payment of bid price for testing services from installing company as a pass-through from the builder

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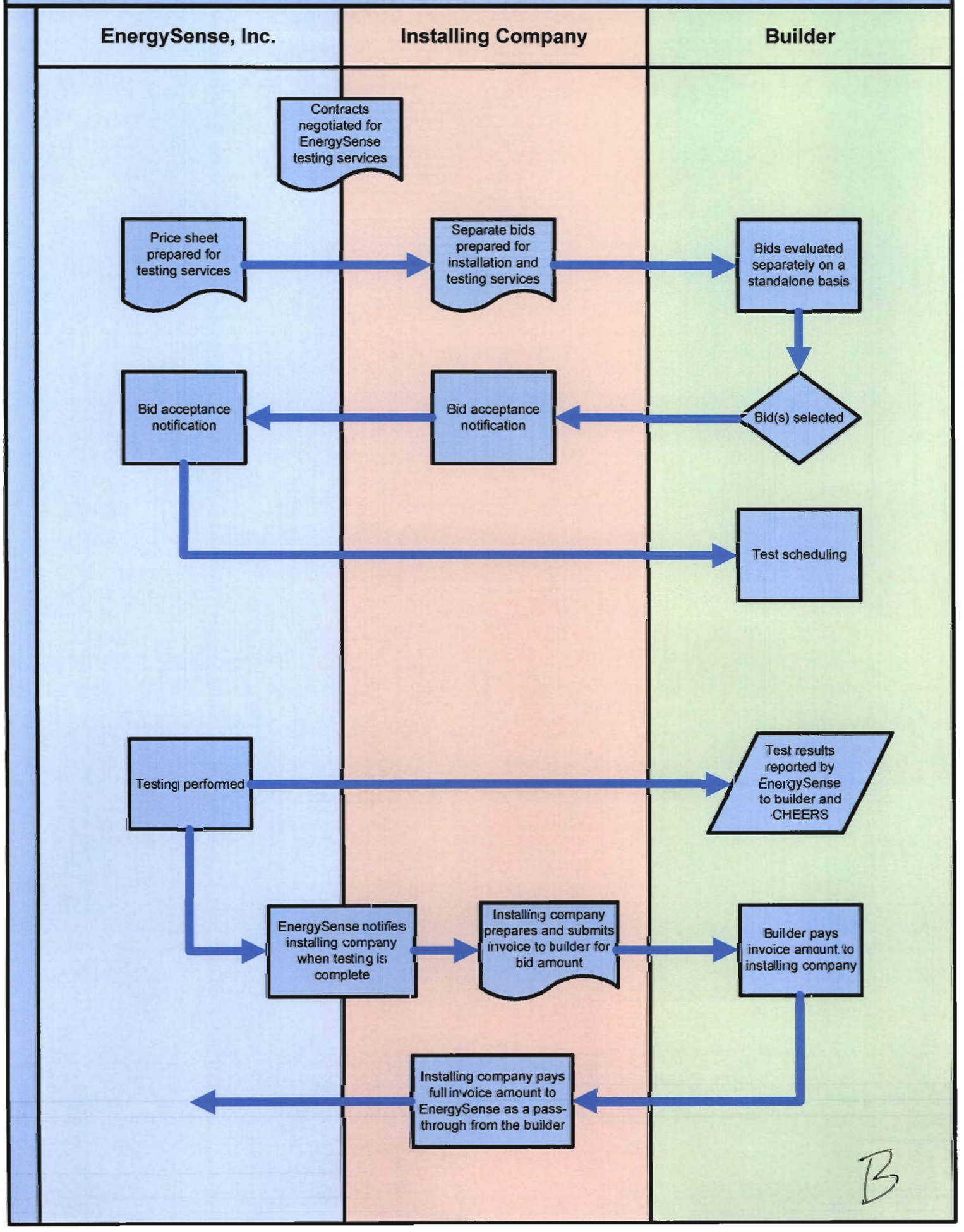
Contracting Process for Field Verification and Testing Services



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