

EnergyCheckup's HERS Server™

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2001 RESNET Conference



Market Approach to HERS

- Time of Sale: A prime opportunity
- NREL study indicates HERS systems can not exist without subsidies
- Inspectech/Primis/LandAmerica demand a profitable market-based business model



Rapid Deployment

- Inspectech received \$1 million contract from Southern California Gas Company in July 1999
- Used Residential Contractor Program data for temporary HERS tool
- October 1999 tool deployed
- 4800 HERS audits within first 100 days



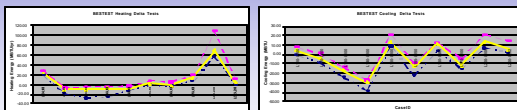
Sensitivity Study

- Minimize risk to consumer/lender while maximizing potential for market success
- Averages 15-30 minutes added to home inspection
- Streamlined audit with sound engineering assumptions
- Study was first of its kind



BESTTEST

- First DOE-2.2 tool to pass the BESTEST
- BESTEST process needs work
 - No HVAC algorithm testing.
 - No authority to approve results or update
 - Very complex



Reference Home Database

- Store values for reference home
- Mapped to every US zip code
- Product will be offered to HERS providers in the future



Centralized Audit Database

- Every audit is stored, currently @ 20,000+.
- Measures adopted are updated by homeowner



EnergyCheckup is Growing

- Looking for Strategic Partners in key MSAs
- Looking for Inspectors
- Looking for ...
- Interested?
- Q & A

