



**ORIGYN**  
INTERNATIONAL

**Energy Efficiency for Hotels  
made EASY with ...**

***ENERGY SAVINGS  
AS A SERVICE***

# What is Energy Savings As A Service?



**Ask yourself:**

***How do you get  
electricity, gas  
and/or water at your  
hotel right now?***



**You don't own any of  
this stuff, do you?**



**Your UTILITY does.**

They invest in it and operate it in order to deliver to you what you really want:

**The electricity.**

And you take only that *as-a-service*, paying no upfront capital costs for all that 'stuff' or for any ongoing maintenance.

**But, here is the stuff your utility makes YOU buy:**

**Light Fixtures and Lamps**, to convert raw electricity to what you really want... **LUMENS**, allowing staff and guests to both work and enjoy amenities.





**But, here is the stuff your utility makes YOU buy:**

**Roof Top Units, Boilers and Chillers** to convert raw electricity and gas into what you really want... **heated and cooled ventilated air** that provides comfort and a good environment necessary to create the best guest experience possible.



**But, here is the stuff your utility makes YOU buy:**

**In-room HVAC, toilets, faucets and shower heads** that provide what you really want ... **in-room heating/cooling, hygiene and personal services** that help provide guests with the comforts they want.





## But there is a catch: All this 'stuff' wears out

And since you don't have the capital to upgrade or replace them, you don't.

But they are **ENERGY HOGS**, and the ongoing maintenance costs continue to grow more and more every year.

So upgrades get '**DEFERRED**', which only costs more down the road.



## The REAL Problem:

**Rising expenses** (energy at 3.5% per year or more) and **deferred maintenance costs** (old systems and “band-aid” repairs) are **threatening hotels nationwide...**  
robbing them of the money needed to make capital improvements and maintain infrastructure.

**Here are some sobering facts:**



The average hotel in the U.S. spends

**\$2,196**  
**per room**  
each year on energy.

Source: U.S. Energy Information Administration

Hotels continue to be plagued budgetary constraints heavily impacted by the ongoing increases in energy costs, which have led to losses for many hotels and squeezed margins in others.

Energy costs have increased by 20 percent since 1995 and are expected to continue to increase by as much as

**25%**

over the next five years

Source: US Department of Energy

As this trend continues to make a focused energy efficiency strategy a critical factor of success for hotels, failing to take action will soon not be option.

# 48%

of U.S. hotels have  
implemented  
in-room energy  
management systems

*Source: American Hotel & Lodging Association*



# 9 in 10

hotels continue to  
pay more for energy  
than necessary  
because they are not  
fully energy efficient

*Source: STR Data Management & Deloitte Consulting*

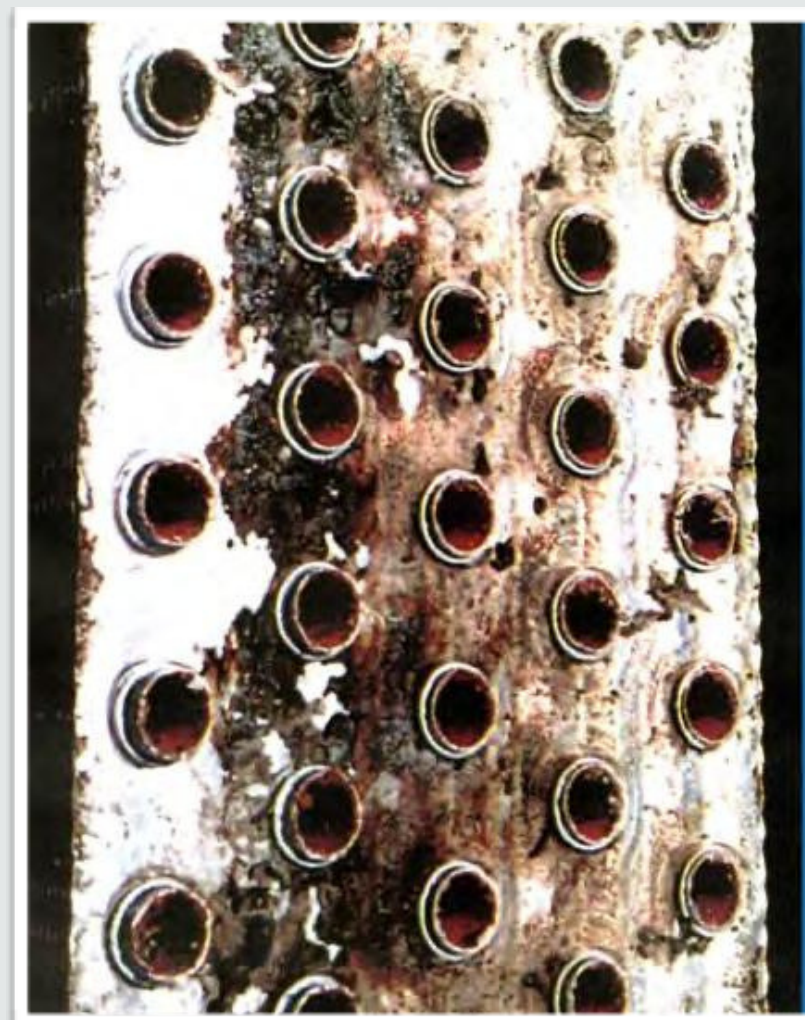
Facing tight budgets, the ability for hoteliers to fund upgrades and maintenance has been constricted, contributing to the accelerating deterioration of heating, cooling and lighting systems. Deferred maintenance and decisions to choose less expensive temporary fixes vs. upgrades are ultimately costing hotels more money now and a LOT more long-term.



Hotels that do not have  
sanitary HVAC coils  
consume

**30%**

more energy than  
hotels with clean coils



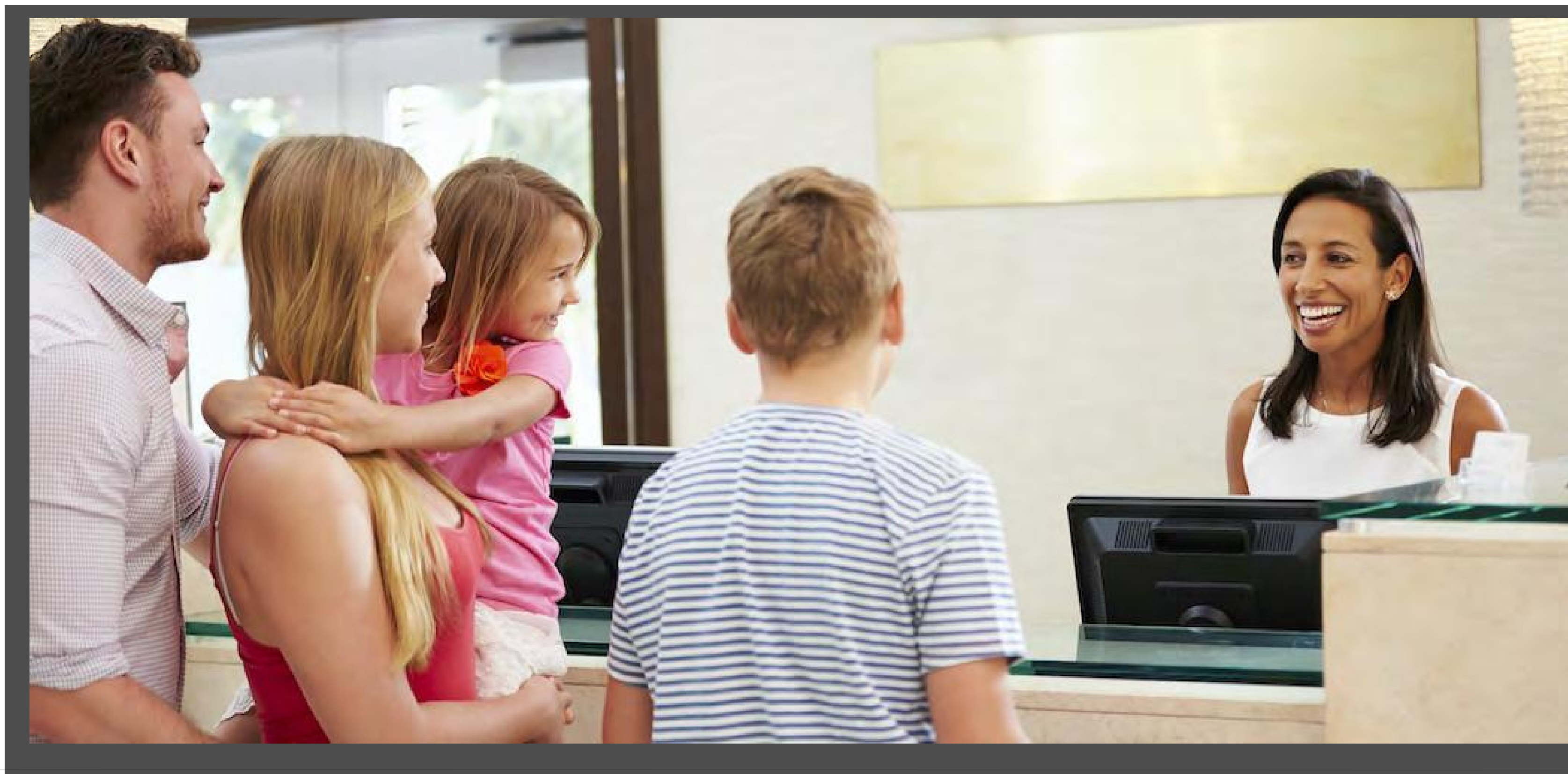
Source: [hospitalitynet.org](http://hospitalitynet.org)

**92%**

of hotel guests are  
concerned about  
the quality of the air  
inside the hotel

Let's face it: We are now living in a world where the spread of infectious diseases is on everyone's mind. Many infectious viruses are transmitted through the inhalation of airborne infectious particles, and are distributed by your ventilation systems throughout your entire hotel.

Keeping your HVAC chiller coils sanitized improves the quality and purity of the air throughout your hotel, while also improving airflow, compressor run time, operational efficiency, guest comfort - and most of all, **saving you money.**





## The Barrier? MONEY

Most hotels are either out of money or are diverting their resources to other initiatives, leaving their energy infrastructure seriously under-funded.

**So, where  
does the money  
to upgrade  
come from?**





**What if we told you ...**  
**you already have it?**



**You simply  
need to  
recognize it**

# So, where is it?

ABC Hotel - Mini P&L Budget 2018			
			Per Room Occ
Rooms Available	295		
REVPAR	\$244		
Average Rate	\$315		
Occupancy	77.50%		
Room Revenues	\$26,286,159	100.00%	
Rooms Payroll	\$4,965,163	18.89%	\$59.50 +
Rooms Expense	\$4,074,355	15.50%	\$48.83 +
Rooms Profit	<b>\$17,246,641</b>	65.61%	\$206.68
Overhead Payroll	\$2,674,785	10.18%	\$32.05 +
Overhead Expenses	\$3,478,958	13.23%	\$41.69 +
Energy	\$1,475,785	5.61%	\$17.69 +
Gross Operating Profit	<b>\$9,617,113</b>	36.59%	\$115.25
Owners Expenses	\$7,475,896	28.44%	\$89.59 +
NOP - Cash Flow	<b>\$2,141,217</b>	8.15%	\$25.66
Total Expenses Per Room Occupied			<b><u>\$289.34</u> =</b>

## With ESaaS you can IMMEDIATELY:



**Acquire state-of-the-art upgrades with no investment and no debt**



**Reduce energy consumption, paying less than you currently spend**



**Enjoy worry-free, ZERO COST equipment maintenance during the service term**



**Achieve off-balance sheet flexibility**



**Receive guaranteed technology performance and an improved guest experience and environment**



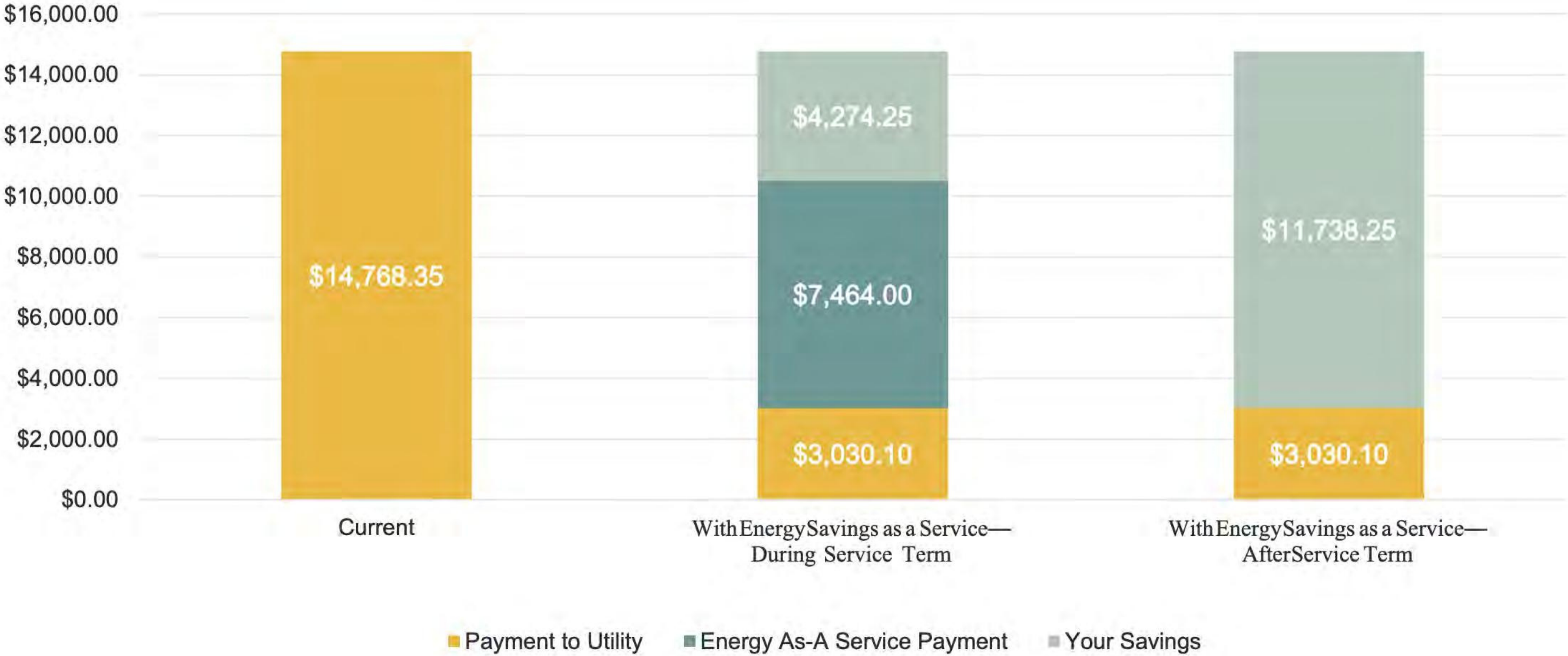
**Significantly reduce your carbon footprint**



**Improve indoor air quality, reducing staff & guest infectious disease exposure**



# Energy Efficiency with ZERO Cost ... Just Great Savings From DAY 1



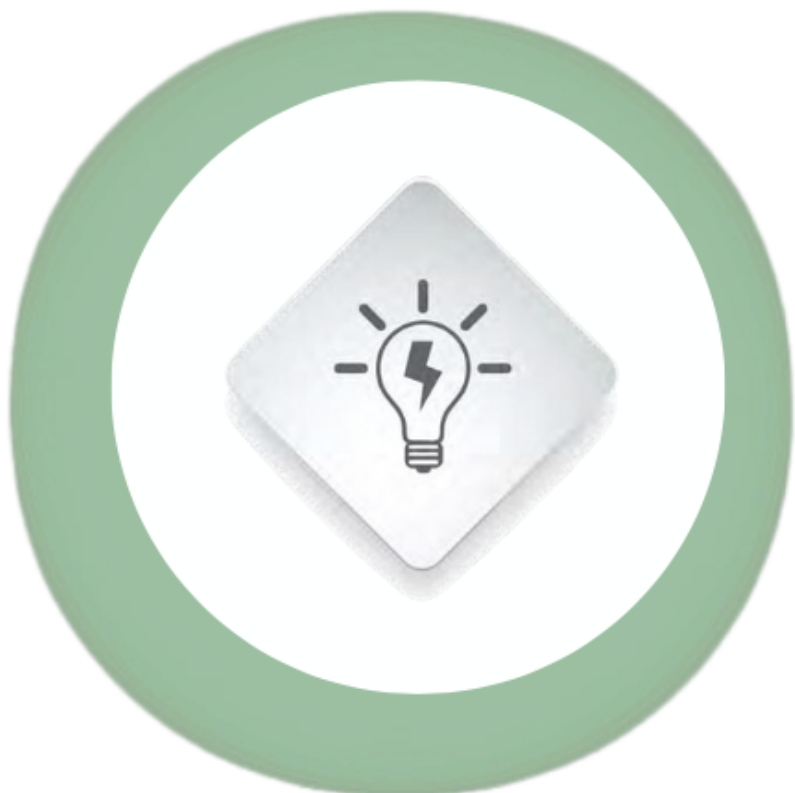
**You don't have to pay  
for any of this stuff ...  
because we will make  
the investment for you**



And **we will install and maintain** all these new state-of-the-art Energy Efficient Upgrades/Retrofits to your existing lighting, HVAC, electrical and mechanical systems ... AND charge you **less** for the energy and maintenance you currently spend on these systems

# So it's ALREADY 'in the budget'!

New energy-efficient equipment



No capital or debt



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ZERO DEBT - ZERO CAPEX - JUST SAVINGS

Ongoing maintenance provided



Savings from Day ONE



# Energy Savings as a Service is THE Total Solution

## No Budget, No Problem

The ESaaS model removes the capex requirement typically needed to launch and fund an upgrade project. Your budget therefore becomes a moot issue, as you don't need any out-of-pocket expenditure.

## No Debt or Credit Impact

ESaaS won't impact debt ratios, lines of credit or conflict with core purchases. And since the provider owns the system, ESaaS covers ensuring it works and delivers the cost reductions, eliminating any hidden or unexpected bills.

## Turnkey Solution

Covers equipment, maintenance, repair, and servicing - and let's you take advantage of buying heating and cooling BTUs and lumens for light for less than you currently spend.



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***Call us for a FREE  
consultation and  
energy audit***



ZERO DEBT - ZERO CAPEX - JUST SAVINGS

***We make energy efficiency EASY***

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**+ 1 (866) 467-4496**