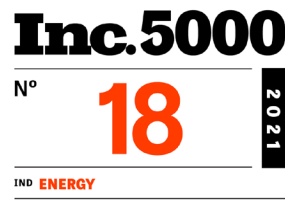


ICF Mass Save Case Study



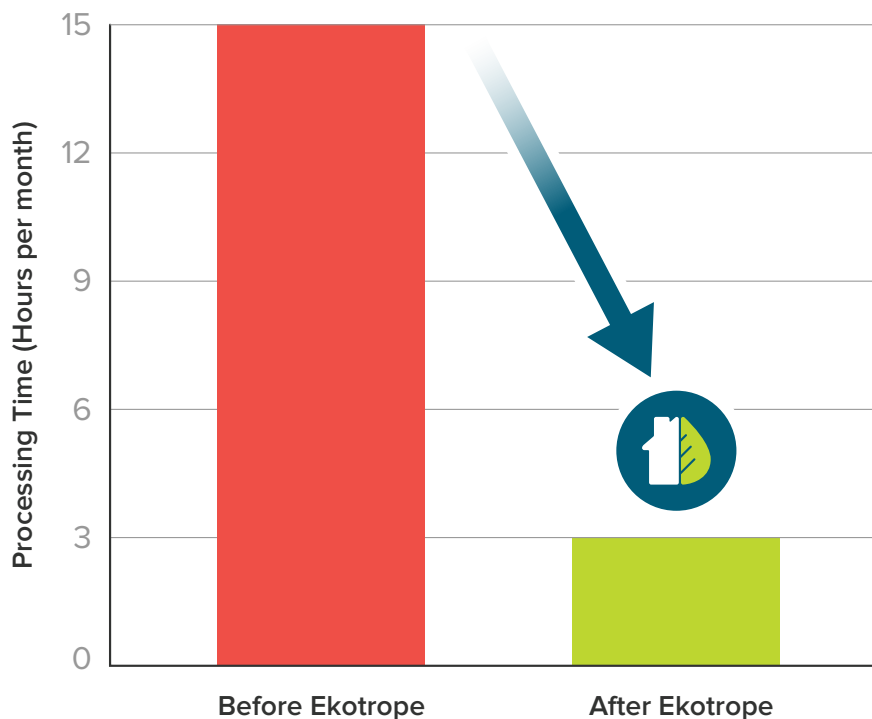
Executive Summary

For the past 14 years, ICF has managed the flagship Mass Save Residential New Construction program. In an ongoing effort to streamline their processes and maximize the efficiency of their quality assurance techniques, their team switched to Ekotrope's software in order to reduce time spent doing manual work. By utilizing Ekotrope, ICF was able to:

- Reduce monthly "Pre-Processing" project review/reporting preparation by 80%
- Reduce overall processing time by 40%
- Measurably improved builder and rater satisfaction
- Automatically identify and solve problems that would otherwise be manually verified
- Continued to meet and exceed their standard accuracy target of 95%

“The integration of Ekotrope and ICF is the best thing to happen to the Mass Save® program in a long time.”

TIM GOULD Rater Participating in the Mass Save® New Homes Program



Transition

ICF was able to fully convert their data collection, QA/QC and energy analysis to Ekotrope within 6 months. The transition was smooth as Ekotrope makes it easy for raters to import external files, removing data duplication headaches. Ekotrope worked with ICF to implement custom program integrations and ensured that ICF administrators were able to rely on our team of engineers for questions throughout the process.

Challenges

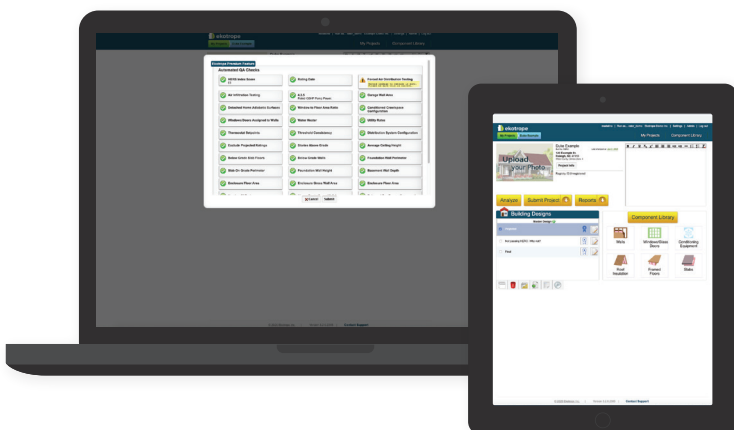
ICF manages a dynamic Mass Save Residential New Construction program which requires them to review over 500 building files each month. When done manually, this process took 8-10 hours to complete and review any issues that arose throughout. ICF's accuracy target of 95%+ was of the utmost importance and so while this review process was crucial, it created a bottleneck in their operations. This review process took too long and demanded too many resources to adequately support the needs of the growing program.

Solutions

Ekotrope was able to address these pain points by offering:

- Embedded quality assurance (QA) checks that notify users of suspected errors and prevent submissions with obvious inaccuracies.
- Customizable embedded reference home and incentive calculations, so users can see projected incentives in real-time.
- Cloud-based, inclusive data access that offers distinct advantages for program managers by giving them immediate access to their data.
- An automated connection between the rater and the utility program so homes can be submitted in just a click of a button.
- An Online Intake Tool encapsulated in the home rating tool, saving users both time and money while streamlining program administration processes.

These features have allowed ICF and the Sponsors of Mass Save to provide a better rater and builder experience that is more seamless and streamlined. Potential issues are mitigated at the source, allowing the program to grow and encourage builder participation while delivering program incentives quicker.



“ Ekotrope has automated areas of our business that were once tedious, time consuming, and prone to human error. We no longer have to spend time manually solving inaccuracies in our preprocessing data and can allocate this time to supporting our partner HERS raters and builders with a goal of delivering deeper savings to our clients. ”

KAREN WOOD Manager,
Energy Analyst, HERS
Associate, ICF



About Ekotrope

Ekotrope is the most widely-used HERS rating software in the U.S. and actively supports many other building standards. Powered by a proprietary hourly energy algorithm, our software streamlines and automates every step of energy modeling including quality assurance. Combining this innovation with real-time collaboration among energy professionals, Ekotrope makes energy efficiency easy.