

**From:** [REDACTED]  
**To:** [REDACTED]  
**Subject:** Re: Moving EcoPilot forward ESSC  
**Date:** November-28-18 8:59:25 PM

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David thank you.

We would love to present to the committee to move forward from our initial proposal to the Deputy Mayor and to follow up on an initiative designed to reduce energy consumption and CO2 emissions in HRM Properties.

Our typical presentation is delivered by 2 persons, myself and our Head Technical Rep Tobias Janes. Ecopilot is an AI software package that is installed into buildings that are being run by a Building Management System (BMS) to take advantage of thermal energy stored in buildings. It is new to North America but installed and operating in more than 1000 buildings now including some early adopters in NS.

It absolutely works, it will save around 25 percent on average in energy consumption and has already saved more than 100,000 metric tons of CO2 emissions from existing installations. It can be installed for free and project costs recovered from actual energy savings generated by our software and we will guarantee those savings.

We had proposed installing Ecopilot into 2 HRM buildings to prove our product to HRM authorities and while the Deputy Mayor seemed very understanding and supportive of our proposal we have struggled to get necessary feedback and input from the staff we were advised to work with.

We believe HRM could benefit significantly from our technology and would like to advise the committee of what is available to HRM. We can present on the 6th or on another date of your choosing.

Regards.