



## Why join the Ally Force Network

### Project volume

- Predictable and weekly assigned project work
- Ease of project management

### Revenue expansion

- New client contacts
- Cross-sell opportunities
- Recognition within other Duke Energy Progress programs

### Minimal cost of sales

- Marketing managed through the program
- Projects sold and qualified through Lime Energy
- Local projects

### Program training

- Technology training for better customer service
- Safety enhancements
- Emerging energy-saving technologies

## Program requirements

In order to join the Ally Force network, your business must meet the following requirements:

### Established business

- More than five years serving North Carolina and South Carolina customers
- Strong project references
- More than five employees/contractors

### Small commercial installation experience

- Scale to deliver multiple projects ranging in size from \$1K to \$5K
- Unit pricing alignment
- Electrical contractor's licenses in North Carolina and/or South Carolina
- Lighting, refrigeration and/or HVAC

### Technology enabled

- Capable of coordinating project activity electronically via program construction Web portal
- Dedicated administrator to support project scheduling

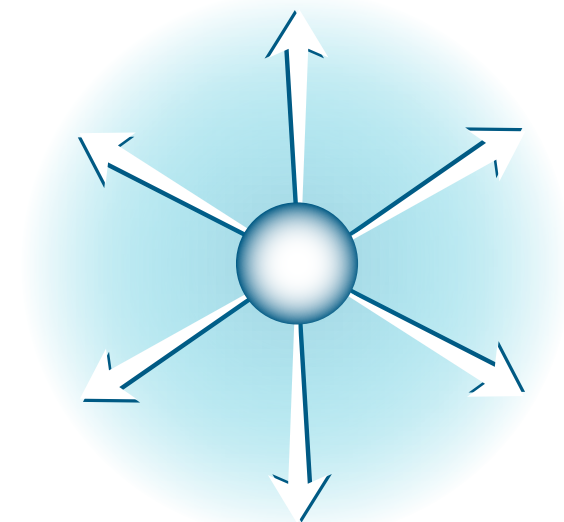
### Insurance and data requirements

- Adhere to customer data privacy policy
- Must meet insurance coverage limits



## Grow your business.

Become an approved contractor for the Small Business Energy Saver program.



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Ready to join? Call 855.232.1042 to learn more or visit [duke-energy.com/SBESAllyForce](http://duke-energy.com/SBESAllyForce) to learn more.

Small Business Energy Saver Program

Looking for an opportunity to grow your business and expand your work? Join Lime Energy's Ally Force network – the approved contractors for the Small Business Energy Saver program.

### **About the Small Business Energy Saver program**

Small Business Energy Saver (SBES) is a Duke Energy Progress program that helps small businesses in our area lower their energy use and costs.

Qualified businesses receive energy efficiency improvements including lighting, refrigeration and HVAC upgrades that help them lower their monthly energy bills. Duke Energy Progress pays for up to 80 percent of the cost of these improvements, providing payment up front so that the business owner does not have to wait for a rebate.

To be eligible, the business must be in the Duke Energy Progress service area of North Carolina or South Carolina and meet certain electric demand requirements. To learn more about the program, please visit [duke-energy.com/sbes](http://duke-energy.com/sbes).

### **About Lime Energy**

Lime Energy is the program administrator that manages and implements the Small Business Energy Saver program. The company is committed to delivering the program's goals with the highest levels of customer satisfaction and safety.

Lime Energy performs all program management, marketing, lead generation, auditing and implementation.

Once a customer has accepted a proposal for installation, Lime Energy subcontracts the labor portion of the project to an approved Ally Force contractor.

### **About the Ally Force Network**

The Ally Force network is comprised of approved contractors for the SBES program. As an approved contractor, you have the opportunity to grow your business, expand your client base and cross-sell your services. You will have a steady stream of installation project work, with all logistics and materials handled by Lime Energy.

### **How the program works**

1. Lime Energy performs an energy assessment at the customer's facilities including lighting, HVAC and refrigeration.
2. Lime Energy builds a scope of work proposal that includes program-eligible, pre-approved replacements for existing equipment. All offerings follow the guidelines of the program and are commonplace within the industry. Materials are supplied by major manufacturers.
3. If proposal is accepted, the installation is scheduled.
4. Lime Energy contracts with a local Ally Force partner to provide installation services. Ally Force partners enter into a price per unit installed agreement with Lime Energy. The payments are consistent with industry standards.

To learn more call **855.232.1042** or visit [duke-energy.com/SBESAllyForce](http://duke-energy.com/SBESAllyForce).