

Ecosystem Energy Services Inc. is an engineering firm delivering deep energy retrofits to the built environment through integrated design and construction. A privately owned company founded in 1993 in Quebec City, Ecosystem has expanded to hold offices in 6 regions, delivering over 1,400 projects across North America to higher education institutions, schools, hospitals, municipalities, commercial and industrial facilities. Ecosystem's unique business model prioritizes client satisfaction, rewarding projects based on NPV, guaranteeing specific project outcomes, and applying an adaptive design and implementation approach to each project.



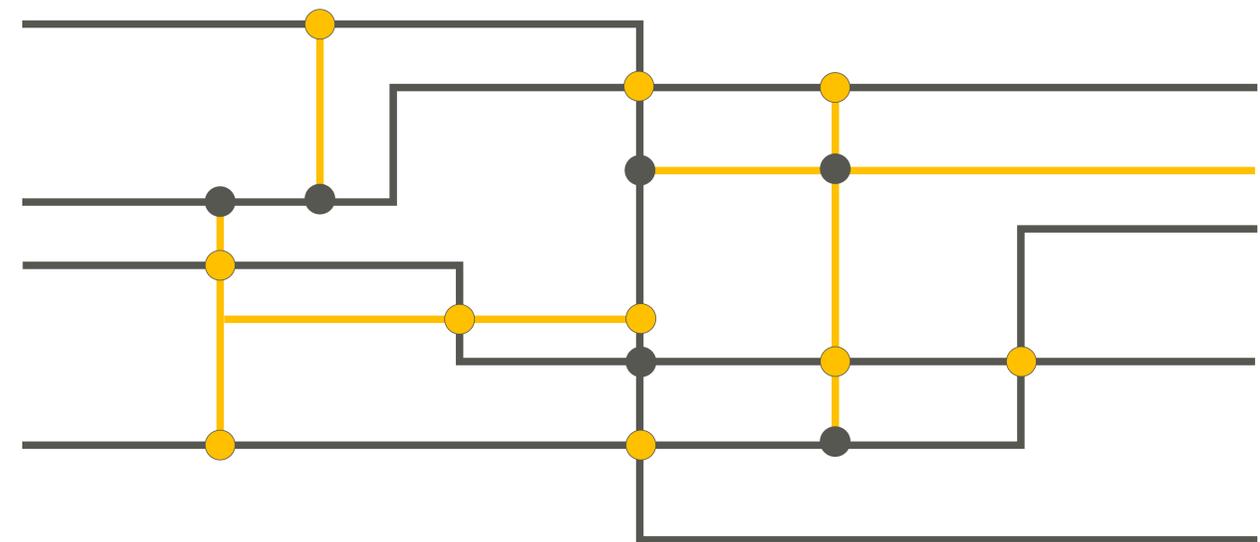
### Key Takeaways

Existing built infrastructure must be retrofitted and modernized in order to drastically reduce current energy demand levels and emission rates.

Service specific marketing and communications depends greatly on sector, region, and individual stakeholder engaged.

Companies delivering sustainability services struggle to achieve initial buy-in for internal sustainability initiatives. Additional efforts are required to motivate internal stakeholders.

Research suggests supply chain transparency is becoming more important, highlighting the importance of implementing corporate sustainability initiatives in order to proactively remain competitive.



### Corporate Sustainability Framework

Developed corporate sustainability strategy framework to facilitate adoption of sustainability within Ecosystem.

- Strong business case for executive approval
- Communication material for client procurement, employee retention and attraction, and client procurement
- Next Steps:
  - October 2019: Present framework to senior executives
  - Fall 2019: Next steps to foster corporate adoption



### Project Information Interface

Created Microsoft Excel interface for cataloguing project data and marketing content.

- Engaged with various stakeholders and departments to encourage buy-in and maximize operational efficiency
- Next Steps:
  - September 2019: Launch as pilot project to gain initial feedback
  - October 2019: Present to senior executives and launch companywide



### Assessment of Event Impacts with Recommendations

Designed sustainability initiative for regional office events

- Carried out LCA variation to identify an events significant impacts
- Provided sustainability scorecard, communication material, identified environmental impact mitigation strategies, and promoted community engagement.



### Future of Industry

Government incentives do not dictate market performance across all sectors – however they serve as a primary factor for initiating capital projects. Specific regions and sectors with limited government involvement actively invest in energy performance.

American post-secondary institutions are most actively pursuing net-zero energy systems, adopting sustainability for resiliency and student/faculty attraction.

- As thought leaders, universities see environmental stewardship as a draw for forward thinking faculty and students.