



Data Empowerment for the Built Environment

National Energy Services Company

The Challenge

A national ESCO specializing in energy retrofits struggled with data fragmentation across sites, teams, and systems. While project demand surged, the lack of reliable infrastructure data limited the company's ability to scale services, align stakeholders, and leverage AI-driven modeling and forecasting tools. The result was slow growth and artificially high costs to acquire customers.

A Closer Look

Inconsistent asset records and missing specifications disrupted workflows across engineering, finance, and project delivery. This inefficiency effected every part of the process—from proposal to commissioning—resulting in several substantial negative results:

- Missed project deadlines due to slow and manual data management processes.
- Lost sales opportunities from an inability to leverage past data
- Costly site revisits due to siloed data between groups.
- Lost information during hand-off of data between groups, creating poor business continuity.

The Solution

EMPEQ gave the ESCO a durable infrastructure intelligence layer—enabling more than just faster audits, but smarter decisions, stronger proposals, and more integrated project delivery.

- Reduced customer acquisition costs by 25%
- Empowered entry level workers to perform initial building audits - increasing staff bandwidth
- Eliminated up to 80% of time spent on proposal generation
- Enhanced pricing and energy models with more accurate asset condition data
- Improved coordination across engineering, sales, and financial planning teams

Summary:

Asset Types

Mechanicals, Electrical,
Envelope, Lighting

Building Types

Commercial, Industrial

Strategic Outcome

25% Decrease in Customer
Acquisition Costs

Company Type

National, Private



Structured Asset Intelligence,
Delivered at Global Scale



Get Started Today.

Unlock Your Operational Intelligence!

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