

MID-ATLANTIC COMBINED HEAT AND POWER APPLICATION CENTER

-- RESOURCE LIST --

The Mid-Atlantic CHP Application Center has prepared a database of local firms that provide CHP-related products which is being provided as a service for individuals who are looking for information on CHP. No formal evaluation of the companies or organizations identified in this database has been performed, therefore there is no endorsement, implied or otherwise, made by the identification of a company or organization in this database list. As is normal prior to entering into any contract or conducting significant business with any company or organization, it is recommended that a prudent investigation of that company or organization be made.

Company & Contact Information

Company Name: [EXERGY Partners Corp.](#)
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Product / Services Provided

Providing value-added services in a changing market place.

Business & Product Planning

Create the successful pragmatic and cost-effective business plans that provide a clear pathway for success. Business plans are a dime a dozen. They are more often made and then not followed. Most consultants are big on process, while others are focused on remaking existing information. The real essence of a business plan is often latent in nature. Pardon the thermodynamic quip, but latent, aside from referring to the energy involved in phase change originated from the Latin root meaning hidden. Yes most good business plans remain hidden within the company, association or government entity itself. The trick is uncovering it. Like a good map, a good business plan will help navigate the very difficult times ahead.

Benchmarking

Discern your company's position in the industry regarding public relations, sales and market programs. Benchmarking is the beginning of any company assessment. This is true whether you work for a manufacturer, utility, marketer, association, university or the government. How are you positioned versus your colleagues and competitors? Benchmarking will provide a critical look at your processes, products, services, personnel and delivery systems. Benchmarking does not have to be difficult or costly. It is really quite simple and important when it is done, and done right.

Public/Private Partnering

The problem in developing a successful new product is not a shortage of ideas, but rather the expense in producing and marketing new products without any guarantee of success. If you have a solid new idea,

product or service that will change the HVAC, refrigeration, onsite power or CHP industries and you have little or no idea how to develop, reduce to practice, assess or partner with industry or government, EXERGY has the experience and reputation for success that translates into the ability to bring together industry, utilities and public sector partners in a way that secures your invention and reduces risk for all parties. Today the bottom-line for product development is strategic partnering and EXERGY is a well-known catalyst for success.

New Business Opportunities

EXERGY can help you conceptualize innovative programs (i.e., consortia, new divisions, sales leads) to achieve rapid market entry and extensive commercialization. Strategic partnerships are the future of the energy industry and for all those involved in it. Joining together with those who have a common interest, for a limited time, in a narrow field simply works. Learn how to run the traps and successfully operate a consortia. If you are commercializing a new product, providing an undervalued service or have a great new technology within the energy or construction industry, find out how to leverage your assets.

Real World Technology Assessments

EXERGY and strategic partners combine forces to provide project management, field monitoring, application experience and energy simulation to evaluate technologies, verify savings, assess markets, or determine application feasibility. Applications include: building system design options analysis, energy savings project feasibility studies, product assessment and technology research and demonstration.

Expert Services

EXERGY has developed a systematic approach to assist clients to quickly synthesize key barriers, opportunities and pathways forward. Our approach ultimately saves time, produces high-quality results and delivers useful management tools. EXERGY stands unique with its in-depth technical knowledge, proven development history and strong business track record to fully comprehend, analyze and deliver. EXERGY further offers expert forensic and witness capabilities with respect to HVAC, onsite power and CHP performance.

CHP Products or Services:

X	CHP Project Developer
	Energy Services Provider
	Financial Services
	Equipment
	Packaged Gen-Sets / Complete Systems
	Reciprocating Engines (> 1 MW)
	Reciprocating Engines (< 1 MW)
	Microturbines (< 100 kW)
	Combustion Turbines (> 100 kW)
	Steam Turbines
	Heat Recovery Equipment
	Controls & Electrical Interconnection Equipment
	HVAC
	Other _____
X	Consulting Services
X	Energy Audits
X	Energy Management Programs
X	CHP Project Management

X	HVAC System Design
	Construction (Turnkey)
	Operations & Maintenance Services
	Fuels
	Natural Gas
	Propane
	Oil (#2 or #6)
	Other _____ (<i>identify: e.g., wood, MSW, coal</i>)

Company Information

	Total	In Mid-Atlantic Region
Number of Offices	1	1
Years in Business	9	9
Employment		
Annual Sales / Billings		