



## Retrofit Suppliers

### WHAT DID YOUR PLATFORM SAY?

The Retrofit Supplier Platform membership includes manufacturers, building system installation and maintenance representatives, distributors, and energy services representatives. The most pronounced theme from the Supplier Platform membership consisted of influencing primary decision makers in a retrofit project. Suppliers are typically those with the last say on any given retrofit project, so their ability to deliver a high-quality energy efficient built product is contingent upon mainly owners and retrofit service providers making decisions that embrace integrated building delivery processes and technologies along the way before Suppliers come into the picture. Suppliers expressed a repeated interest in improving the lines of communication between themselves and building auditors and building operators to align expectations on equipment selection and maintenance over the life of the building.

### TOP PRIORITIES

- Measuring cost savings and value plus educating energy retrofit service providers to ensure integrated solutions are selected.
- An additional priority from the supplier platform perspective was quantifying the intangible benefits of energy retrofits.
- From the supplier platform perspective, a priority is appropriating new union job cooperation for energy retrofit market.
- Another priority from the supplier platform perspective is providing adequate training so decision-makers can make informed decisions about technology and material decisions to improve energy efficiency.
- Building confidence in the construction outcomes and future building energy performance.

### ADDITIONAL PRIORITIES

- Complete low-cost, standardized audits for uniform results and project costs.
- Convince owners to invest in energy retrofit projects when tenants pay the bills.
- Introduce cutting-edge technologies and designs to a conservative building design community.
- Ensure proper installation of equipment.
- Provide operations and maintenance information to optimize energy efficiency.
- Give maintenance staff better incentives to increase energy efficiency and reduce risk.
- Train operations and maintenance personnel in the latest technologies for energy efficiency and educate about the dynamic nature of building energy efficiency.