



LES CASCADES SAINT LAURENT

August 17, 2014

To whom it may concern.

Subject: Fusion Energie

I have been on our board of directors for the past 11 years. Our condo complex includes two 12 floor buildings built in 1990/91 - each with 100 units. Our energy bill is the single most expensive item in our budget consuming twenty-three cents of every condo fee dollar collected.

It took us 2 years to decide to go ahead with Fusion Energie. We have two engineers on our board and need to do our due diligence. In the end, what impressed us most was that their people such as Daniel Sarrazin, the President, were very responsive and exceptionally knowledgeable on this complex subject. They made themselves available and willing to answer all our questions in detail in ways we could understand. We were able to schedule meetings within one or two days – most often in the evenings. In short, they won over even those among us who may have had doubts.

We approved our contract with Fusion Energie in July 1, 2013 and went live the following November 1st. After 9 months, we have exceeded the guaranteed savings we would expect to date and are very satisfied. Given Hydro Québec's recent and future rate increases, we are very happy we went ahead. Furthermore, our energy consumption pattern has changed to the extent where Hydro Québec recently contacted us about changing from the domestic to their commercial rate. In the past, our energy consumption was too high to consider it. The change has been that profound.

If you are considering Fusion Energie monitoring for your buildings, these are important items to consider:

1. Installation

- a. Sensors are placed everywhere.
- b. The physical installation is done very professionally.
- c. Their workers are very clean.
- d. Our physical install required about 6 weeks
- e. Expect some glitches at first.
 - i. In our case, a sensor was initially installed in the wrong location resulting in incorrect monitoring on our pool.
 - ii. One sensor was defective.
 - iii. The garage lights turned on when we entered the garage with a car but did not turn on when we entered the garage from the elevator to leave.



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- f. Fusion Energie was very responsive in solving these issues at no charge even though the garage light issue took some time to debug.
2. Fusion Energie controls everything by internet according to the contract you sign.
 - a. Parameters (ventilation levels, temperatures, etc.) are agreed upon in the contract so it is useful to be aware in detail of the parameters you require. (For example, pool water temperature, temperature of the corridors, etc.)
 - b. It is a bit disconcerting at first to lose the ability to change anything without their consent but easier to accept once the system has been adjusted where necessary.
3. Savings are not linear.
 - a. Some months are more and others are less so do not panic when one month falls short. Also, you cannot assume that a month with double the savings will always be the norm.

We place a great deal of confidence and trust in Fusion Energie and they have not let us down. They have been the same to deal with now that we are a customer as when we were a sales prospect. They never make promises that they cannot keep and will tell you to your face when something is a bad idea. If you value that way of doing business, I recommend them highly.

Yours truly,

Philip Share