

Scenario Modeling for Building Product Manufacturers



What Problem are We Looking to Solve?

Residential construction is a constantly evolving business with new codes, products, programs, and tax credits always being introduced, requiring a lot of dedicated time to understand how these changes impact builders' home designs. Additionally, every product spec change will have a unique impact on each builder's portfolio, and understanding the performance and compliance impacts of those changes is very difficult and time consuming. For product manufacturers, this can leave you guessing at the impact of your product for each builder and unable to quickly build a compelling custom sales pitch and value proposition for each builder in each market.

Ekotrope's Scenario Modeling Solution



1. Partner with Ekotrope to Utilize Scenario Modeling

Understanding the impact of your products for each builder in each market requires complex analyses of a variety of design changes that take up a lot of time and money. To accomplish this quickly, you can partner with Ekotrope to utilize our Scenario Modeling tool.



2. Select the Design Changes You'd Like to Make

Work with the Ekotrope team to select design changes and a target builder client. With access to 80% of HERS Rating data and the ability to run hundreds of models at once, we can evaluate all specification changes of interest in a flash, including cost reducing trade-offs.



3. Receive a Comprehensive Report

Ekotrope's Scenario Modeling team runs each selected change, determines the impact, and quickly generates a report that details incentive opportunities, critical thresholds, and more for you to provide to the builder.



4. Save Money, Time, and Reduce Errors

With Scenario Modeling, you will quickly build a value proposition for a specific builder in a specific market. This can include energy performance tradeoffs, incentive capture, and value engineering.

What is Scenario Modeling?

Scenario Modeling is a premium add-on to Ekotrope RATER, our market-leading cloud-based energy rating software. Scenario Modeling enables industry stakeholders to **quickly define many specifications** and determine their impact across **a builder's entire regional portfolio**. Users can easily evaluate how certain changes will impact home performance, HERS Index, code compliance, and rebate incentives. Product Manufacturers can pick the builder portfolios they'd like to analyze (with the builder's consent), select design changes to be considered, and how each design change should be evaluated (e.g. change in HERS Index, heating and cooling loads, 45L Compliance, etc). The Ekotrope team will then deliver a **comprehensive report** summarizing how each design change impacts the builder's home performance, incentive capture, etc.

This gives you the unique ability to craft a value proposition specific to each builder. It also helps you become a valued partner by providing your clients with the **most accurate and high-quality information** in order to make informed decisions.

Features

- ✓ Fully customizable per project(s) needs
- ✓ Define over a dozen design changes per project
- ✓ Analyze the impact of design changes on all of Ekotrope's energy-use and emissions results
- ✓ Analyze impact of code, third-party program and utility rebate compliance; and Federal Tax Credit compliance
- ✓ Analyze hundreds of energy models at once
- ✓ Formatted comprehensive reports in minutes
- ✓ Formatted data files for all scenario design changes

The Ekotrope Difference

- Best in class, real-time customer service
- Easy to use, easy to learn modern interface
- Accessible on any device from any location
- No version confusion: automatic software updates that are fully backwards compatible
- Immediate data access via API

