



dunsky

ACCELERATING THE
CLEAN ENERGY TRANSITION

dunsky.com

Expertise



EFFICIENCY



RENEWABLES



MOBILITY

Services



QUANTIFY
Opportunities



DESIGN
Strategies



EVALUATE
Performance



Expertise



EFFICIENCY



RENEWABLES



MOBILITY

Services



QUANTIFY Opportunities



DESIGN Strategies



EVALUATE Performance

Clients



GOVERNMENTS

UTILITIES

BUSINESS + NON-PROFITS

Our Mission

To accelerate
the clean energy
transition

Our Values

1 Quality

We work tirelessly to ensure that our work is conducted to the highest standards, and that we are either leading, or abreast of, the latest innovations in our field.

2 Integrity

We are duty bound to provide our clients with consistent, honest and unbiased analysis and counsel. Integrity is our North Star.

3 Commitment

We treat both clients and team members as partners, committing ourselves to their objectives, being responsive to needs as they arise, and going the extra mile to help them achieve their goals.

4 Impact

As a mission driven firm, we drive positive change by advancing clean energy solutions, minimizing our own environmental footprint, and supporting those who encourage responsible stewardship of the planet.

Our Expertise



Efficiency



Renewables



Mobility



Efficiency

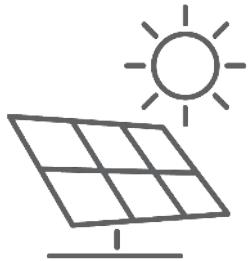
We help our clients deploy efficiency and other demand-side management opportunities, at scale.

Energy efficiency – and its peak corollary, demand response – is often the lowest-cost, lowest-risk resource to balance supply and demand.

At Dunsky, we help our clients to understand – and effectively exploit – the efficiency resource across all sectors and fuels.

We assess the costs, savings, cost-effectiveness, and market opportunity for hundreds of options across every sector and market segment; we design market, program and regulatory strategies that accelerate real-world adoption; and we evaluate the effectiveness of programs designed to that end.

In all cases, we bring market research, solid analytics and years of experience to the task.



Renewables

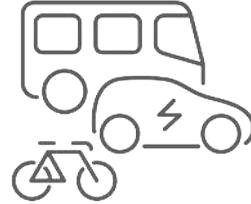
We help our clients accelerate the transition to clean and renewable energy solutions.

Renewable energy – and its enabler, storage – is critical to achieving a clean energy future.

At Dunsky, we help our clients to assess opportunities for renewable energy resources – both electric and non-electric – and to develop programs and policies to support them effectively, and cost-efficiently.

To this end, we use our experience with the full range of renewable energy and storage options – along with proprietary models that provide deep, location-specific insights – to determine what is needed to move the needle and achieve defined goals.

Our work includes assessing technical issues, modelling scenarios, resource potential and markets; designing voluntary programs (incentives, financing and others); building realistic business cases; and advising on regulatory mechanisms and policies.



Mobility

We help our clients transform vehicle fleets and other means of transportation.

Moving people and things can use between a quarter and a third of all energy consumed.

At Dunsky, our focus is on the twin challenges of clean mobility: reducing energy demand, and shifting to alternative, low-carbon fuels, notably through electric vehicles.

In all cases, we help our clients understand the options, build business cases, address regulatory barriers, and design both regulatory and market-based strategies aimed at accelerating the advent of sustainable mobility.

Our work, which encompasses market, economic and technology facets, further extends to electricity storage, grid integration of electric vehicles, charging infrastructure, pricing and more.

Quantify
Opportunities



Design
Strategies



Evaluate
Performance



Our Services

Services Overview



Assess *clean energy* Opportunities

What can be achieved?
At what cost (and benefit)?

- Potential studies
- Technology reviews
- Market assessments
- Business case analysis
- Cost-effectiveness
- Building + fleet optimization



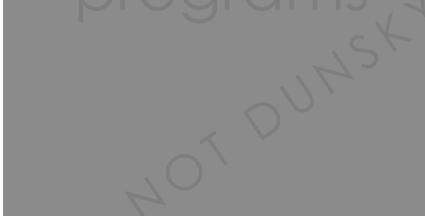
Design *market adoption* Strategies

How to best deliver results?
What outcomes can you expect?

- Policies & frameworks
- Comprehensive plans
- Incentive programs
- Financing mechanisms
- Enabling strategies
- Codes & standards



Manage
programs



Evaluate *real world* Performance

What was achieved?
How can we do better?

- Baseline studies
- Impact evaluations
- Process evaluations
- Evaluation planning
- Strategic reviews
- Performance benchmarking

Our models

Intuition is great, but data is better. Dunsky's work is supported by sophisticated models that forecast potential market adoption of clean energy solutions under an array of scenarios and technical, economic and market constraints.

DEEP

Demand & Energy Efficiency
Potential Model

DROP

Demand Response
Optimized Potential Model

HEAT

Heating Electrification
Adoption Model

SAM

Solar & Storage
Adoption Model

EVA

Electric Vehicle
Adoption Model

+ MORE

Carbon, Municipal and
other models

Our keys to success?



An approach designed to maximize client **value**, an incredibly sharp and experienced **team**, and a deep dedication to our **mission**.

Our approach

Our work is rooted in solid analytics; in deep experience that informs not only what is best but what is workable; and in clear, compelling communications, with both clients and their stakeholders.

Research & Analytics

In-depth, quantitative and/or qualitative analysis of technical, market and economic issues
that withstand the greatest scrutiny.

Strategic Counsel

Recommendations rooted in best practices, solid analytics and deep experience help to
avoid common pitfalls and deliver real results.

Clear Communications

Reports and decision tools are clear, easy to read or use, and employ imagery designed to
tell the story and enable effective decision-making.

Our team

The Dunsky team brings experience and passion to every project.

Comprised of engineers, economists, MBAs and others, we offer more than **300 years of combined experience specific to our three focus areas.**



Our reputation

For years you have contributed to our programs' successes, through strategic support, innovative programs, **consistent rigor** and exceptional responsiveness to our needs.



Excellent work. Easy to read, and charts illustrate the points. It sets up the **right conversation** about our policy choices going forward to achieve our goals. My compliments to the Dunsby group.



Professional, easy to work with and obvious commitment to client service. Deliverables were **high-quality**, and results were presented in a clear and reader-friendly format.



Very **responsive**. Provided useful feedback and recommendations. Good work, on time, on budget, and very professional, congenial staff.



Our reputation

Dunsky is easy to work with and provides useful **insights** that we can incorporate into our programs.



Dunsky's high quality advice; deep expertise, experience and credibility; and excellent **project management** provided significant value. We look forward to more engagements.



Deep understanding of all aspects of climate change mitigation, energy transition, policy levers, and programs. Able to deliver strategic advice and position **complex issues** with decision makers.



Dunsky has provided us with critical research and **insightful analysis** for some of our most strategic projects. We're glad we can count on you to inform our next generation programs and policies.



Our reputation

Dunsky was incredibly **responsive**. Turn-around was great, expertise was great, communications were great.



Great client relationship services.
Expertise is top notch. The team picked up on our regional nuances and needs very quickly.



The Dunsky team has enormous **talent and knowledge** in this sector. Everyone is a pleasure to work with, always very personable, but also professional.



The professionals at Dunsky have a **wealth of experience** that they bring to projects. They consistently respond in a timely, accurate and trusted manner. A pleasure to work with.



Our reputation

Superb communication and facilitation skills. Great ability to synthesize large amounts of material and provide **clear, distilled recommendations**. High quality work produced on a challenging and complex topic. Great project management skills.



Absolutely recommend Dunsby. Great balance of **expert advice** and flexibility. Final report made it easy to share results with various levels of our organization.



I recommend Dunsby for its thought leadership, strong **communications** and focus on serving its clients.



Knowledge and experience along with **professional service**. Really appreciate the culture of service and agile/responsive communication.



Our mission

We are committed to moving the needle on adoption of clean energy solutions, through quality research, experience-driven insights, and clear communication.

Because the alternative—guesswork, intuition and reports that gather dust—simply won't get us where we need to go.



Walking the talk

This is *not* why you should hire us.

But for what it's worth, we are deeply committed to walking the talk.



We are headquartered in one of North America's **greenest buildings.**

Certified LEED® NC Platinum, our offices are hyper-insulated, heated and cooled by geothermal wells, and act as a living experiment in how buildings of the future can be built and operated.



We are proud to be a **certified B Corp.**

B Corps are independently certified, mission-driven corporations that, in addition to shareholder returns, produce demonstrable benefits for workers, communities and our shared environment.



We believe in **giving back.**

We donate 2% of our gross revenue to charities involved in building a better world. To share in the pleasure of giving, we invite our staff and clients to suggest recipients that are near to their hearts.



Montréal
Toronto
Ottawa
Calgary
St-John
Squamish



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