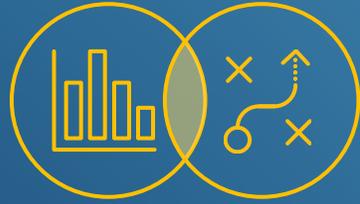




Accelerating the  
**Clean Energy**  
Transition



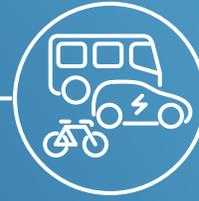
ACCELERATING THE CLEAN ENERGY TRANSITION



ANALYSIS + STRATEGY



BUILDINGS



MOBILITY



INDUSTRY



ENERGY





ACCELERATING THE CLEAN ENERGY TRANSITION



ANALYSIS + STRATEGY



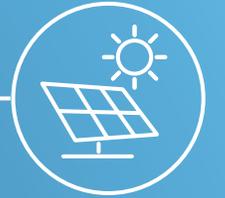
BUILDINGS



MOBILITY



INDUSTRY



ENERGY



GOVERNMENTS

UTILITIES

CORPORATE + NON-PROFIT

# Our **Mission**

## To accelerate the clean energy transition

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# 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 create positive change by advancing clean energy solutions, minimizing our own environmental footprint, and supporting those who encourage responsible stewardship of the planet.

# Our Expertise

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**Buildings**



**Mobility**



**Industry**



**Energy**



# Buildings

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

***Buildings offer large-scale opportunities to improve energy efficiency, reduce peak demand, switch fuel types and achieve energy and climate goals at the lowest possible cost.***

At Dunskey, we help our clients to understand – and effectively exploit – the breadth of demand-side energy resources available in homes and buildings.

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.



# Mobility

We help our clients slash vehicle emissions at the state/province, municipal and fleet levels.

***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 (EVs).

We use our in-house models and expertise to help our clients review options, forecast market adoption, assess business cases, address regulatory barriers, and design both regulatory and market-based strategies to accelerate the advent of clean mobility.

Our work, which encompasses light, medium, heavy-duty and specialty vehicles, encompasses all market, economic and technology facets. It further extends to electricity storage, grid integration of EVs, charging infrastructure, peak optimization and more.



# Industry

We help clients understand the potential for, and pathways to, cost-efficiently reducing GHG emissions from industrial operations.

## ***How can we slash GHG emissions without harming competitiveness?***

That question lies at the heart of our industrial practice. Our team of experts guides clients through the technical, economic and market opportunities to decarbonize industry. Critically, we do it with a view to truly reducing emissions, *not* inadvertently offshoring them.

Our team assesses opportunities in mining, metals, pulp & paper, manufacturing, cement, steel, chemicals, agriculture and others. We know that each sector commands different solutions (and each industrial faces different challenges).

Whether governments, utilities or industrials, our clients are early movers who understand the need to balance risk with reward, and who care about moving to an efficient, world-class, low-carbon industrial economy.



# Energy

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 Dunskey, 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.

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 both what is possible *and* what is needed to 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.

# Our Services



**Analysis**



**Strategy**



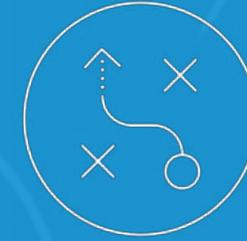
# Services Overview



## Analysis

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

- Potential studies
- Technology reviews
- Market assessments
- Business case analysis
- Impact evaluations
- Cost-effectiveness analysis
- Fleet electrification studies
- Building portfolio decarbonization studies
- Best practice reviews



## Strategy

**How to best deliver results?**  
*What outcomes can we expect?*

- Policies & frameworks
- Comprehensive plans
- Incentive programs
- Financing mechanisms
- Enabling strategies
- Codes & standards
- Rate design
- Process evaluations
- Strategic evaluations
- Equity analyses

+ **Enabling Strategies** >> strategic counsel | stakeholder engagement | regulatory support | technical support | decision-aid tools

# 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

**Energy Efficiency**  
Potential Model

## DR<sup>OP</sup>

**Demand Response**  
Optimized Potential Model

## HEAT

**Heating Energy**  
Decarbonization Model

powered by  dunsky

## SAM

**Solar & Storage**  
Adoption Model

## EVA

**Electric Vehicles**  
Adoption Model

## EFL<sup>EET</sup>

**Fleet Electrification**  
Optimization Model

# Our keys to success

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



# Our Approach

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



## Research & Analysis

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

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The Dunsky team brings experience and passion to every project.

Comprised of engineers, economists, MBAs, project managers and others, **our team of experts are dedicated to your success.**



# Our reputation

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

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.



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 Dunsky group.

# Our reputation

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The Dunsky team did an excellent job. They produced a **robust analysis** and model, and were particularly responsive.

The team was collaborative, knowledgeable and always available to help us. The entire team has extensive North American **expertise and credibility**.



Dunsky was **highly adaptable** to changing and pressing priorities. [They delivered] a program design informed by deep sector engagement that also factored in important internal considerations. We have received great feedback from the sector on the [program] design.

# Our mission

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***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 staff, 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 clients and staff to choose charities that are near to their hearts.



# Contact

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**Montréal**  
Toronto  
Ottawa  
Halifax  
Vancouver



**info@dunsky.com**

**We'll connect you to  
the right person**  
*(not a salesperson; we don't have any)*