



News from EPS

IMMEDIATE RELEASE

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EPS' REBATE XCHANGE® SIMPLIFIES REBATE RECOVERY FOR CAPITAL PROJECTS

Delivers Significant Impact on Project ROI through Rebate Recovery

COSTA MESA, CALIFORNIA [APRIL 15, 2004] EPS, a premier provider of comprehensive and powerful energy solutions, today announced the national availability of Rebate XChange®, the premier outsourced service to find, qualify, maximize and deliver available rebates and incentives for capital projects. Rebate XChange® is designed to assist industrial, manufacturing and processing facilities to maximize capital project ROI. Rebates and incentives, offered by local Utilities, PUC's and government agencies are widely available to new construction and existing facilities.

Customers enter project details via a simple, user-friendly Web portal. Rebate XChange® adds value over administratively focused programs by providing a site specific engineering review of the submitted capital projects. The Rebate XChange® process suggests project, engineering and measurement alternatives that dramatically improve rebate recovery and preserve system function. "Companies that operate multiple facilities across North America find it is very difficult to stay abreast of the dynamics of local, short-term rebate programs," said Mr. Shiva Subramanya, president, EPS. "Our Rebate XChange® system routinely tracks all of these programs and, with our rebate management and engineering expertise, we help clients to identify and receive the maximum rebates and incentives for their projects."

Rebate XChange® results demonstrate that customers can expect to recover 35-40% of the actual cost of the project through incentives and rebates. "Rebate recovery

significantly enhances the return on investment for capital projects and provides our client with ongoing energy savings and efficiencies," said Mr. Subramanya. "By outsourcing this activity through Rebate XChange®, EPS customers save the time, effort and money it takes to track, research, analyze and administer rebate applications and to collect rebate funds. We improve the competitive position of our customers in the marketplace since we deliver project IRR improvements of up to double their competitors who don't take advantage of these funding sources. That translates into more projects meeting company funding thresholds, and improving the return on those which were already approved."