

## Phase 3B Applicant Guidance – Post Completion Measurement and Verification (M&V)

Salix expects applicants to complete post project monitoring activities, such as the verification of savings, for three years post-installation. Below is a matrix of the supporting information assessors typically see in applications with a lack of detail – ‘Requires Improvement’ – and details assessors would require to pass the application.

Insufficient	<p><b>Knowledge of M&amp;V:</b> Little or no acknowledgement of why M&amp;V is essential.</p> <p><b>Measurement approach:</b> Detail is lacking, response may be as basic as committing to monthly meter readings.</p> <p><b>Long-term vision:</b> Little or no thought of how installation efficiency will be maximised through M&amp;V.</p> <p><b>Reporting:</b> Little reference to how M&amp;V will be reported to Salix.</p>
Sufficient	<p><b>Knowledge of M&amp;V:</b> Clear understanding of the intricacies of M&amp;V and the importance of it for measuring the success of energy conservation measures.</p> <p><b>Measurement approach:</b> Detail on: Who is responsible for monitoring energy savings. Monitoring methodology and systems in place to capture data e.g., BEMS, bills, sub meter and meter readings. The frequency of monitoring. The strengths and weaknesses of such an approach. An options appraisal for M&amp;V for each energy conservation measure would strengthen the application.</p> <p><b>Long-term vision:</b> Mitigation measures have been identified if M&amp;V demonstrates a shortfall in an installations performance.</p> <p><b>Reporting:</b> A plan has been identified as to how and when findings will be communicated between the Applicant (if using an external contractor) and Salix. A reporting timeline would further strengthen the application.</p>