

# Onboarding & Plan Review with Scenario Modeling



## PEG x Ekotrope

For 23 years, PEG has specialized in building energy performance, green building program compliance, building diagnostics, environmental and code compliance, thermal performance, HVAC design and operation, and construction defect. PEG is an industry leader in the verification of effective planning as well as the real-world application of all aspects of sustainable construction

As one of the largest rating providers in the industry, PEG works with some of the biggest builders in the country. Due to the large number of homes in their portfolios, onboarding these clients can be cumbersome and time consuming.

## Challenges

PEG works closely with each of their clients to help them navigate code changes, supply chain shortages, and optimizing project costs. However, one of PEG's biggest bottlenecks was onboarding new clients.

While onboarding new clients' floor plans during plan review, PEG must verify that each floor plan and all variations (mechanical changes, floor plan changes, etc) will pass critical energy codes and find small changes that may improve performance. To do this, they build each floor plan in Ekotrope, find the worst performing one, and then test dozens of design changes to determine the best way to pass energy code.

While PEG was committed to help their new builder clients determine how to ensure their projects pass critical thresholds, achieve tax rebates like 45L, and plan for the impact of code and standards updates, this initial onboarding and plan review process was a huge time investment.

What's more is that this analysis was not comprehensive. Even after spending hours working on these analyses, PEG's team of experts could only provide general recommendations for how a handful of representative energy models could meet the builder's goals. They also were not confident that they maximized the total number of rebates and credits for all house plans.

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**JUSTIN KRUPA**  
Multifamily and Sustainability Assistant



# Solution and Results

PEG began using Ekotrope’s Scenario Modeling solution 6 months ago. Since then, they’ve been able to offer more comprehensive project analyses that offer various pathways to achieve builder goals. They no longer have to rely on representative models using worst case scenarios.

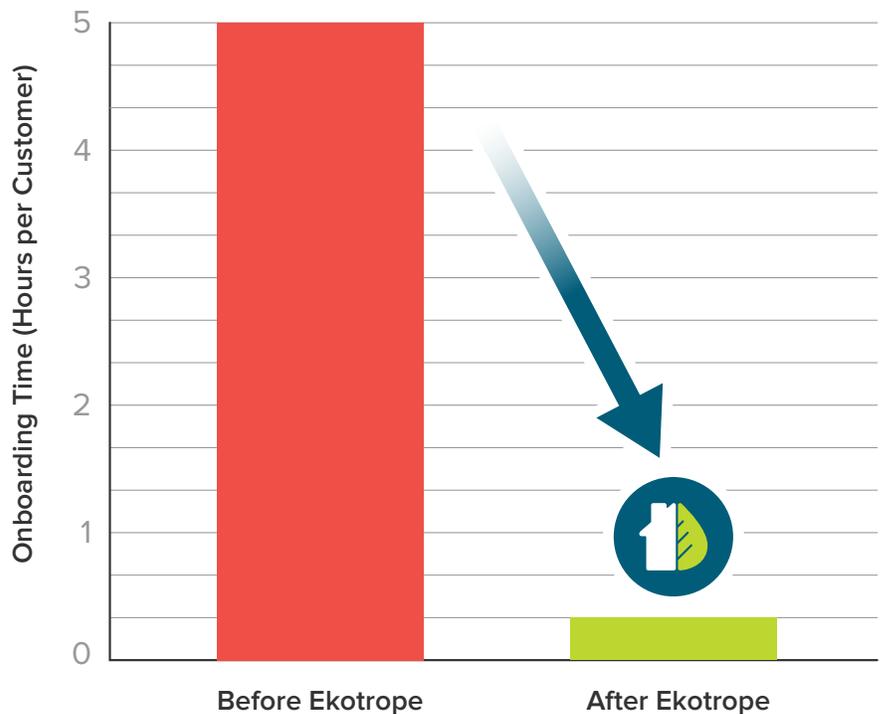
PEG’s onboarding process has been completely transformed with the introduction of Scenario Modeling. Customer onboarding time has been dramatically reduced. The process no longer requires tediously iterating through what-if scenarios. What once took half a day to implement, now just takes 20 minutes.

Scenario Modeling has provided a variety of benefits to PEG, but the major value is passed on to their clients. Justin Krupa, Multifamily and Sustainability Assistant, says, “The benefits are mainly for the customer. Prior to Scenario Modeling, the scale would be physically impossible for our largest customers, it would take a whole year to run this analysis.

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With this newfound capability, PEG is able to onboard more clients- whether large or small- and offer actionable insights immediately. During the onboarding phase, PEG can show new clients how they can pass compliance thresholds and earn rebates using existing home plans.



PEG not only sees this as a huge improvement to their onboarding process, but also foresees the ability to use Scenario Modeling as part of their sales efforts. PEG now has the ability to demonstrate their value to builders by illustrating the energy and financial impacts of various design changes for their specific portfolio.

