

2024
E-PROFILE



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OVERVIEW

WHO WE ARE

PowerSource is the energy project implementation and product distribution team of the ECHOS Group. We are focused on moving our clients over the challenges in residential, commercial, agricultural and industrial settings. PowerSource therefore delivers to the quality and value expected of The ECHOS Group with a focus that is that much more effective, and driven by its own team of professionals in-house and partnered. We are here to deliver to your goals and to remove your headaches while putting the power back into your hands.

WHAT WE DO

PowerSource delivers solutions for clients, sometimes even when they do not realize they need them. Our team with well over 60 years combined experience in troubleshooting and delivering energy and commercial waste solutions for our clients is well meshed with young minds focused on new and emerging technology and trends. Whether your project requires window treatments, insulation for any application, sun control, energy conservation, energy efficiency or even the application and implementation of alternative and renewable energy models such as solar photovoltaics, PowerSource is your best integration partner. We are not the cheapest and we do not aim to be. Instead, we focus on delivering the best quality solutions available to our clients within a budget and we aim to be the best at that delivery.

OUR MISSION IS CLIENT SUCCESS

To deliver quality, efficient and forward-pointing energy technologies and solutions to our clients at all times.

We never give up. Every project you bring to us is different and our team knows this. We spend the time and effort required to deliver solutions for you that our competitors may not. When you call on PowerSource, you will know within your first conversation that you have made the right call. You may not always hear what you want to hear, but you will realize that what you hear is what you NEED to hear to make your decisions actually deliver your goals without disappointment. Sometimes what you think you want and what you actually need may not be the same thing.

Contact us to review your energy goals together and to determine whether we are the right fit for your business solutions. Let us win, together.

LEADERSHIP

A Message From The CEO

PowerSource is focused on delivering forward-reaching technologies for energy-efficiency and energy-independence to create energy security and operational and functional balance for our clients while making positive impact in the fight against the global climate crisis.

Our goal has always been to reduce the carbon footprint of our clients while offering them solutions that make life more comfortable and with better quality overall. Our company subscribes to the United Nations Sustainable development Goals (UN SDGs) and we push our team to research and identify new ways in which we can bring solutions that meet the SDGs for our clients without threatening the viability of their businesses. So far, we have done well and we continue the charge and charter to which we have subscribed.

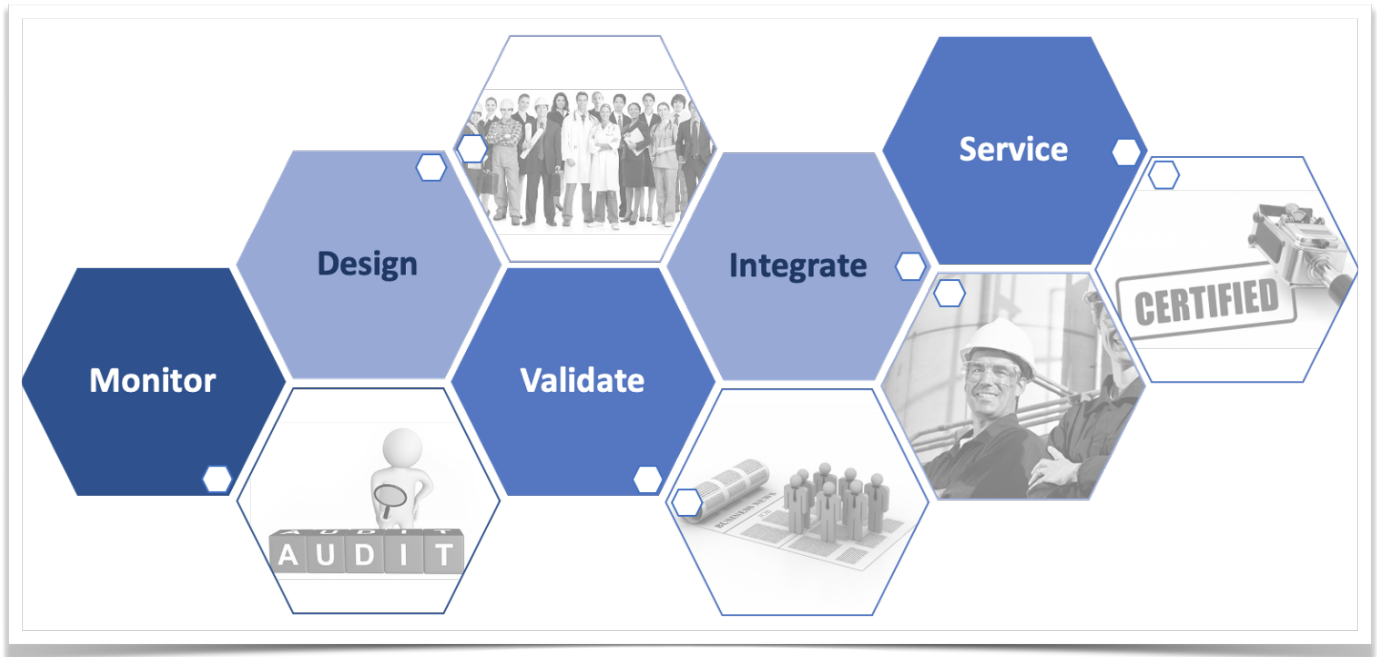
We look forward to working with you and to resolve your needs by offering and delivering the most practical and effective energy solutions for your specific case. We stand by our mantra, "Powering Tomorrow" because it is a guarantee that tomorrow will come and we want you to be ready and secure in your power needs when the sun comes up each day going forward. We want to ensure we play our part in securing a bright and vibrant future with clean air and sustainable power for our children and other generations to come. You should join us. Let us work with you to achieve this cause. It is worth the effort ... every time!

Sincerely,
Richard A. May | CEM, MSc. BSc, PGCert

CEO Profile: <https://www.linkedin.com/in/richmay>



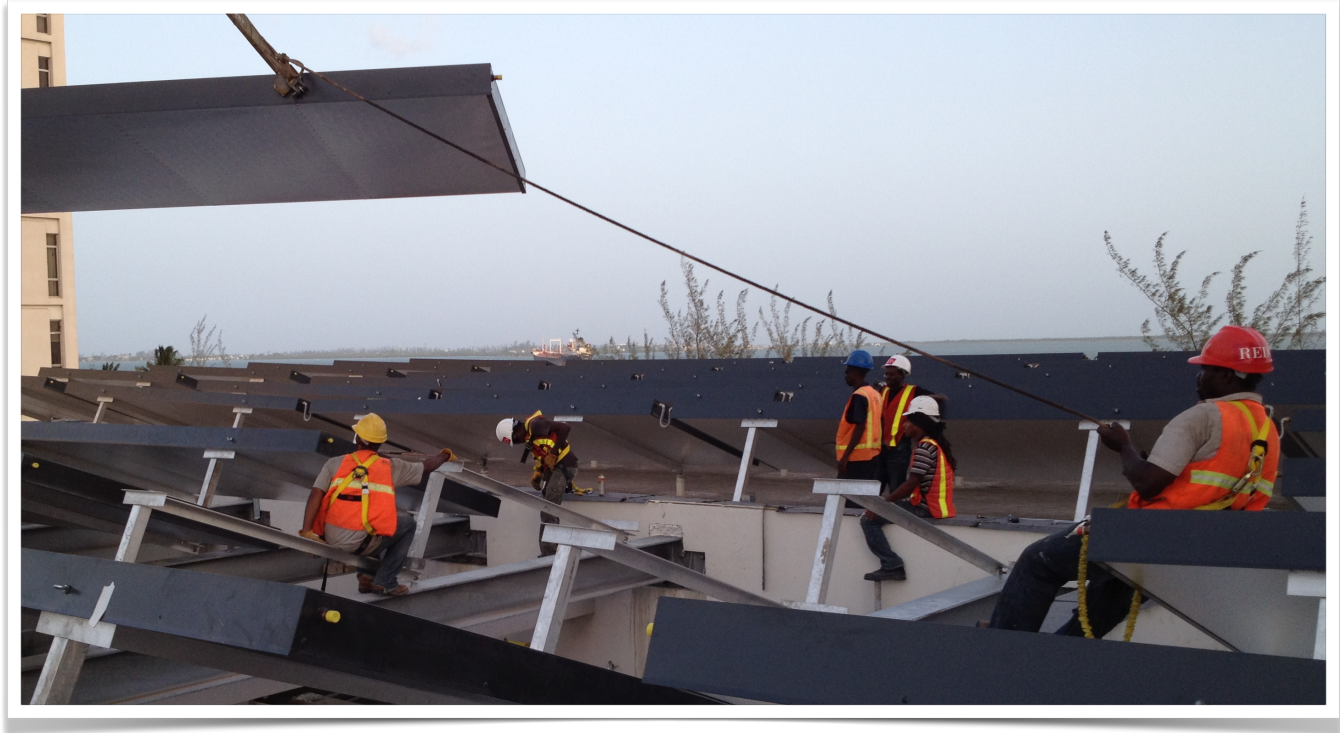
APPROACH



PowerSource provides smart energy and energy security solutions for commercial and residential needs. We aim to be the energy services company of choice between consumers and financial institutions in Jamaica to deliver the highest quality products for your available budget. We can deliver complete energy service solutions as well as sales-only supply of parts and smarts for a number of energy system types and solutions through our international partnerships.

PowerSource approaches every project based on standard quality processes. It means we need certain amount of detail and factors surrounding a possible project or service before we can send you anything substantial for review. This approach is designed to ensure minimal revision and rework as the discussion a project progresses. Our typical process is laid out below and culminates in completed projects with which all parties are proud to be associated

PROCESS



PowerSource approaches client projects each with its own agenda and against its own merit. We do not come with pre-conceived solutions (well, just a wee bit), and we take every measure to ensure the final intended outcome is in line with the best interest of our clients' needs.

Our four-stage project consulting process is an experience-driven simplification of the more detailed standard six-stage process and [generally] includes:

S1: Monitor - this is the discovery stage where we ensure that the problem, as the client sees and explains it, is really the problem and not a deep-seated or misleading symptom masquerading as the problem. We identify the root of the matter by monitoring and intervening in the client's operations and energy usage to create a basic energy profile and to gain much needed insight.

S2: Design - the stage where we use thorough, systematic research and review processes to identify and classify all the solutions available for the energy picture at hand, discuss the possible outcomes with the client, develop cost models (as necessary) for each outcome, develop a basic implementation approach so all parties are aware of the timing, risk, impact, and final outcome of the project delivery.

S3: Validate - this is a really critical part of the project. Too many times energy experts develop solutions that resolve problems and move on only for the client to fall back into some level of inefficiency within a matter of months. The issue here is usually tied to a lack of knowledge transfer; i.e. no-one inside the organization is usually tagged to understand completely what the consultant has done such that they can carry the mantle of keeping the solution efficiently and effectively going, thereby keeping the problem at bay. PowerSource takes extra effort to ensure that the solutions proposed become part of the clients' operational processes and our team ensures that we pass this knowledge on to the relevant members of the client's team. That way, you truly benefit from our involvement and energy support interventions.

S4: Integrate - this is where we work with the client to implement the approved and agreed solutions. This includes, timelines, budgets, action plans, assessments, procedures, etc. This is where the physical solution materializes and the installation happens for solar PV or LED lighting or the window film is mounted, or whatever other solution that has been defined is actually brought to being at the client location.

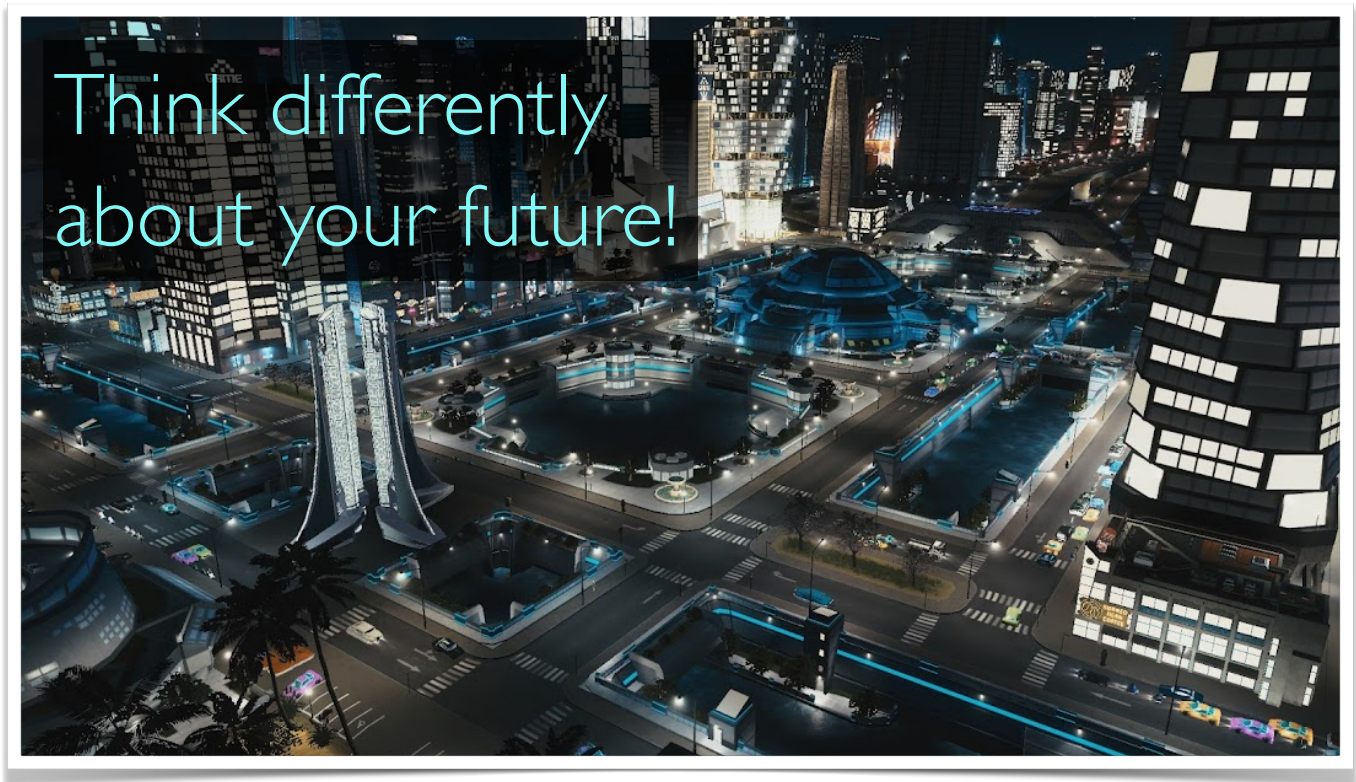
Of course there are those projects that are a bit more straight-forward and for which we have a more direct approach. For these, naturally, the above steps are a much shorter process that retains the quality-focused elements of the approach.

Our team includes industry-specific, trained and certified professionals bringing a wealth of knowledge to your operations. We have seen and implemented many solutions to our clients from the depth of our experiences. Problems that you may have been dealing with for years may be resolved within hours or days with us on your side – after all, that is what we do!

Our team of professionals proudly hold certification and credentials in sustainability, energy management, alternative energy, HACCP-based food hygiene, project management, risk management, emergency response, and many other areas that make us your best choice for almost any industry because we understand your operation before we start working with you. It is important to us that we are familiar with our industry and the goals of our clients.

Visit our website at <https://www.powersourceja.com/projects> to have a better idea of the products we promote and the categories in which we offer solutions for your energy needs.

PRODUCTS



When you look at our product line we want you to think, "Smart!"

Our goal is to ensure all our applications and solutions increase the efficiency and cash-retention position of our clients while equally positively impacting their carbon and general ecological footprint. Our products are all tested and proven and work perfectly fine globally and we bring them to our clients with solid expertise and approval from the manufactures of these products. We're not a middle man, we're the manufacturers' implementation team!

Products include solutions for:

- Wireless, remote temperature monitors
- Smart remote temperature controls
- Smart remote energy monitors
- Solar photovoltaic solutions
- Solar thermal solutions
- Solar control window film
- Architectural/Design window film
- EV Chargers, parts, and smarts
- Voltage optimization solutions
- Smart Refrigeration Controls
- Smart access and security solutions
- Integrated Internet of Things solutions

Our products and product line is typically direct-sourced from the manufacturer and we maintain strong international relationships such that we can reduce any challenges and or concerns in our clients' projects. Whether operational, financial, or administrative, our clients will have clear communications and a direct line to ensure a smooth process from design and procurement to delivery or installation of any item or equipment our clients have entrusted to our company.

We have access to technology, partners, and products not listed in this document as many larger industrial operations require a more bespoke approach to solving their energy challenges and improving their energy efficiency programs. We encourage you to contact us if you are in the market for energy improvement solutions as we may be able to point you to a solution even if we do not provide it directly.

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SERVICES



PowerSource implements solutions that allow clients to achieve their energy efficiency goals with a consistent, systematic, long-term business approach that exists and grows as a fixture within the natural operation of the organization. We build energy sustainability into the DNA of our clients' decision and operating processes.

Our services are typically delivered through internationally recognized systems and partners and places our clients immediately ahead of the pack and usually with some level of recognition for the work they have put into their programs.

ADVISORY SERVICES [ENERGY]

For the development and implementation of various business processes and environmental sustainability programs or integrated energy management systems. We provide advisory support in areas to include:

- Building [Energy] planning & design
- Energy audit review and validation
- Energy solutions design & technology selection
- Energy systems implementation verification
- Energy tender development and bid selection

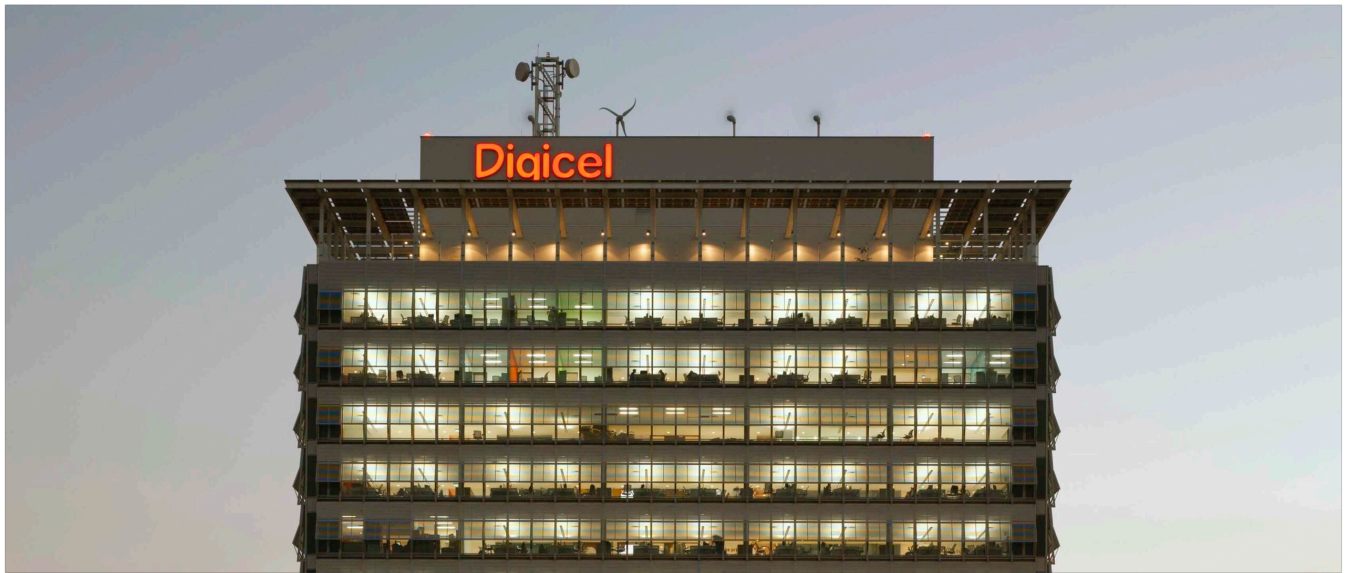
COMPLETE OR MODULAR [ENERGY] ASSESSMENTS

For facilities, we focus our assessments in the areas of energy management, control and efficiency with the intention to identify and integrate solutions for maximized benefit in environmental and financial posture of the client company. Assessment types include:

- Energy audits (levels 1 - 3)
- Energy management planning
- Energy profiling & reporting
- Lighting efficiency assessments
- Solar PV design consultation and reviews

Visit <https://www.powersourceja.com/services> to get a more detail look at the services we offer and just how we may be able to support your energy solutions and needs.

PROJECTS



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Visit <https://www.powersourceja.com/projects> to see our most recent projects.

BRAND PARTNERS

PowerSource works internationally with brand partners who are at the top of their industry segment. Our product partners enable us to deliver the absolute best quality solutions for our clients.

We work directly with manufacturers to ensure best response and a direct line of communication should we need manufacturer involvement to respond to client needs. Among our more prominent brand partners, we are happy to highlight our partnerships across the spectrum of our products and services.



Learn more about PowerSource's energy partners and sustainable energy solutions at <https://www.powersourceja.com/products>

PROJECT CAPACITY (FINANCIAL)

PowerSource has delivered projects valued at several million dollars in client investment and we invite you to contact any of our clients as we are confident that the review will be positive.

Below we have identified some project categories and overall value delivered by our company as at December 31, 2020.

Technology	Cumulative Value of Projects	Cumulative Units Installed	Energy Saved Annually
Solar Photovoltaic Power	US\$ 8,000,000	1,350 KWh	2,430,000 KWh
LED Lighting	US\$ 1,200,000	10,500 Lights	2,712,400 KWh
Solar Control Window Film	US\$ 800,000	8,200 Sq.m	4,900 KWh
Note: The above are major expenditure projects only and figures do not include retail-level project/products.			

At the end of 2020, our solutions have cumulatively saved our clients over 35 megawatt hours of energy, carbon dioxide output, and energy-related expenses.

We have handled individual projects valued upwards of US\$5,000,000 without incident or concern to any involved parties and we welcome conversations about your energy projects.

Learn more about PowerSource's energy projects and sustainable energy solutions at <https://www.powersourceja.com/projects>



