

The Versar Solution: Value Management

At Versar, we start with value. Our philosophy – whether performing a GHG study or developing a more standard emission reduction strategy – is to find value for our clients so they can save money and grow their business.



The global effects of climate change are no longer in doubt. Public and private enterprises looking to maintain a sustainable future need to take stock now of their greenhouse gas emissions, practices for control or reductions, and the long-term market and potential value that can result from smart action and investment today.

Our Approach

At Versar, we approach GHG much like other fields – with long-term value in mind. Our services enable clients to incorporate knowledge management into operational decision-making and risk management, which then adds value to the bottom-line. Therefore, we strive to find value in all GHG or carbon issues from the start such that clients can:

- Achieve operational cost and risk reductions
- Obtain credits and understand their market value
- Meet reporting requirements and ensure future compliance.

Assessments: GHG Inventories and Carbon Footprint

Your inventory is critical because it reflects the GHG emissions of your organization and serves the decision-making needs of all users, whether internal or external. Estimating carbon footprint is essential not only because of cost implications such as emission offsets, but also because of ancillary benefits such as being recognized as a green business.

Why undertake an assessment? Here are just a few of the reasons:

- Allows for management of GHG-related risks and identification of risk-reduction opportunities
- Recognition of the need for early voluntary action

- Public reporting along with participation in voluntary GHG programs, mandatory reporting programs, and GHG markets
- Recognition of the need for carbon offsets, verification and certification.

Our GHG inventories are crafted with the following key principles in mind:

- **Completeness.** They account for all GHG emission sources and activities within your chosen inventory boundary
- **Consistency.** The methodology that we use is consistent to allow for meaningful comparisons of emissions over time
- **Transparency.** All relevant issues and assumptions conveyed in a clear, factual and coherent manner.

Versar ensures that your quantified GHG emissions are accurate (i.e., not over- or under-estimated), and that associated uncertainties are reduced as far as practical.

Strategic Compliance for GHG and Carbon Issues

Versar provides specialized expertise in U.S. climate policy, state and local regulations, Kyoto and related policies, emission registries such as The Climate Registry (TCR) and advice in the carbon marketplace. We provide services such as:

- GHG regulatory compliance planning: what to expect and how to handle it
- Process & thinking changes related to regulatory compliance
- Carbon footprint analysis and possible compliance strategies
- Potential GHG mitigation strategies
- Strategic asset planning related to GHG concerns.

Versar's strategic compliance analysis ensures that we minimize the impact of current regulations or future legislation on your operations. This allows you to focus on your business and not worry about pending GHG or carbon concerns.

GHG and Carbon Reduction Strategies

Many channels exist to provide GHG or carbon reduction. Versar brings these channels together in an integrated approach to reduction through the following means:

- Energy services (audits, measurements & verification, etc.) designed to provide efficiency savings, thereby reducing emissions
- Sustainable design including LEED certification
- Green procurement strategies which start reducing GHG/carbon on day one of a contract
- Effective retro-commissioning of buildings leading to GHG or carbon reductions
- Analysis of renewable or "green" energy sources.

Following these kinds of strategies allows you to achieve reductions while maximizing the value and sustainability of your facility assets.

Financial Strategies

Finding financial value in GHG or carbon related issues is critical to providing bottom-line value to you. Versar finds this value through many methods:

- Emission reduction credits: generation of credits, credit value
- Identifying monetary value of any reductions in GHG or carbon
- Identifying potential buyers
- Identifying mechanisms to allow for certification of the sale
- Reduction in energy consumption on the front end, allowing for GHG reductions on the back end.

A comprehensive financial strategy, with reduction or avoidance as an integral part, will reap benefits and can create non-traditional revenue for your business.

Why Versar

For more than 20 years Versar has been in the business of performing emissions inventories, along with related efforts such as permitting and compliance, emissions offsets and training, cost/benefit analysis, environmental audits, and regulatory analysis. We're also at the forefront of emerging efforts related to GHG emissions and carbon issues. We offer:

- GHG inventory and management experience with U.S. DoD and private industry
- Understanding of issues, forthcoming rules or regulations, and opportunities specific to greenhouse gases (including GHG value and sustainability)
- Knowledge of key tools (including GHG estimation methods) and how/when to apply them – all tailored to client and project needs
- Objective, thorough, and consistently accurate approaches
- Client satisfaction as evidenced by repeat business.

We are rapidly moving toward a greenhouse gas and carbon-forced world where, with increasing energy prices along with the ever present threat of climate change, GHG/carbon issues will play a growing role in your business. Let's face it ...these issues may, unfortunately, affect your bottom-line. Versar brings to you GHG and carbon value management services designed to minimize the impact to your bottom-line through innovative thinking, compliance focus, and knowledge management.

VERSAR...Knowledge That Creates Value



Please contact:

Mark Stunder, Versar, Inc., GEOMET Division

1-800-296-9898/301-428-9898, ext 211

stundmar@versar.com