

## Kailash Viswanathan

Kailash Viswanathan is GreenerU's Vice President of Operations. He is an accomplished energy efficiency business leader with over 20 years' experience leveraging skills in sales, engineering, and finance to successfully develop and implement complex projects. Kailash's experience includes impressive performance in the field of project management, engineering, construction, project controls and procurement of complex, multi-functional projects. He specializes in the development and implementation of central utility plants. Kailash has an impressive track record of delivering projects within budget while maintaining high customer satisfaction.

As the Project Lead for a multi-year energy efficiency program at Brown University, Kailash has managed the development and implementation of projects totaling more than \$8 million. This work has included an integrated efficiency and sustainability program incorporating eight buildings on the Wriston dormitory quad, retrocommissioning services for 15 academic buildings, as well as the "design build" of new domestic hot water heating systems for nine building installations. He is also responsible for the development of the Brown Ongoing Commissioning Tool (BOCx) that uses analytics to identify and track issues with various building systems.

Kailash has served as the Project Lead for the development and implementation of more than \$2 million in energy efficiency projects at Worcester Polytechnic Institute. Measures have included LED lighting, lab ventilation optimization, building controls, and the installation of a 150kw cogeneration system at Worcester Polytechnic Institute's Life Sciences and Bioengineering Center at Gateway Park. Among numerous other projects that he has managed for GreenerU, Kailash led the development of \$2 million in energy efficiency projects at the Brooks School which included lighting measures, controls and an ice rink refrigeration system.

Before joining GreenerU, Kailash worked in senior positions for Johnson Controls Inc. (JCI), most recently as the Project Development Manager for their Solutions Business. He managed a team of 8 engineers and was responsible for the development of more than \$150 million in energy efficiency performance contracting projects. His experience at JCI included development of energy efficiency and renewable energy projects for higher education, healthcare, local government and K-12 schools. Prior to his promotion at JCI, Kailash was a Solutions Development Leader with primary focus on Higher Education and Healthcare facilities for all of the company's Northeast business. He has also been involved in team councils focused on innovation and new technology initiatives.

Kailash was a Senior Project Manager at Select Energy Services Inc. (SESI) prior to Johnson Controls. In 2006, Ameresco purchased SESI and Kailash continued his role of managing the development and implementation of performance contracts, power generation and renewable landfill gas to electricity projects. His key projects at SESI/Ameresco included:

- A \$15 million fast track design/build project at Rand Whitney Container Board including a 13 MW single cycle gas turbine cogeneration project.
- A \$70 million central chilled water and power generation plant at the University of Connecticut, including a 25 MW combined cycle cogeneration gas turbine, a 5 MW steam turbine plant, and 6,000 tons of central cooling.

- A \$10 million performance contract at Bridgewater State College (MA), encompassing a wide range of energy efficiency improvements throughout the campus. This project was selected by the State of Massachusetts as Best Energy Project of the Year.

Prior to working in the US, Kailash was a Construction Manager in Kuwait working for the country's largest HVAC and energy management company. He managed the construction of large-scale oil refinery rebuild projects with a team of more than 50 people. In 1997, Kailash was responsible for commissioning a 40 story commercial bank in Kuwait. In this project he and his team ensured the testing, adjusting and balancing of a very complex HVAC and control system. Kailash began his career in 1993, working as a Design Engineer for Blue Star Ltd., a leading design/build company in India. In this role he developed expertise in designing and installing energy efficient HVAC and building management systems.

Kailash is a Certified Energy Manager and a LEED Accredited Professional. He holds a BS in Mechanical Engineering from Mumbai University, India. His professional affiliations include membership in the Association of Heating, Refrigeration and Air-conditioning Engineers (ASHRAE), the Association of Energy Engineers (AEE), and the Project Management Institute (PMI).