

NEEA EMA

Potential application and benefits to Northeast/Mid-Atlantic stakeholders



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Introduction

- Wide variety of SEM program design
- Range of engagement processes for SEM
 - Account managers, Implementers
- Varying applications of SEM
 - Strategic capital plans
 - CEE min elements through ISO 50001
- How to measure SEM adoption?
- How to deliver consistently?

Opportunities to improve

Improvement opportunities exist in the following areas:

- Consistent design

- Understanding the effectiveness of different approaches

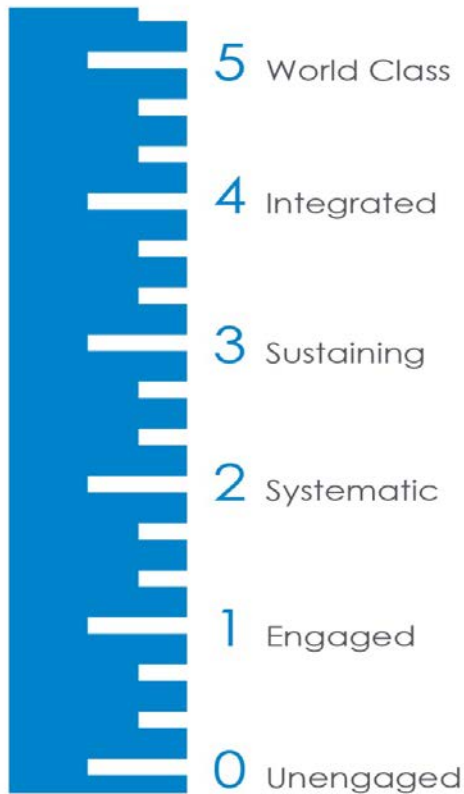
- Measuring relationship between SEM maturity & energy savings

- Estimate savings potential by sector

- Evaluation

NEEA SEM Maturity Model

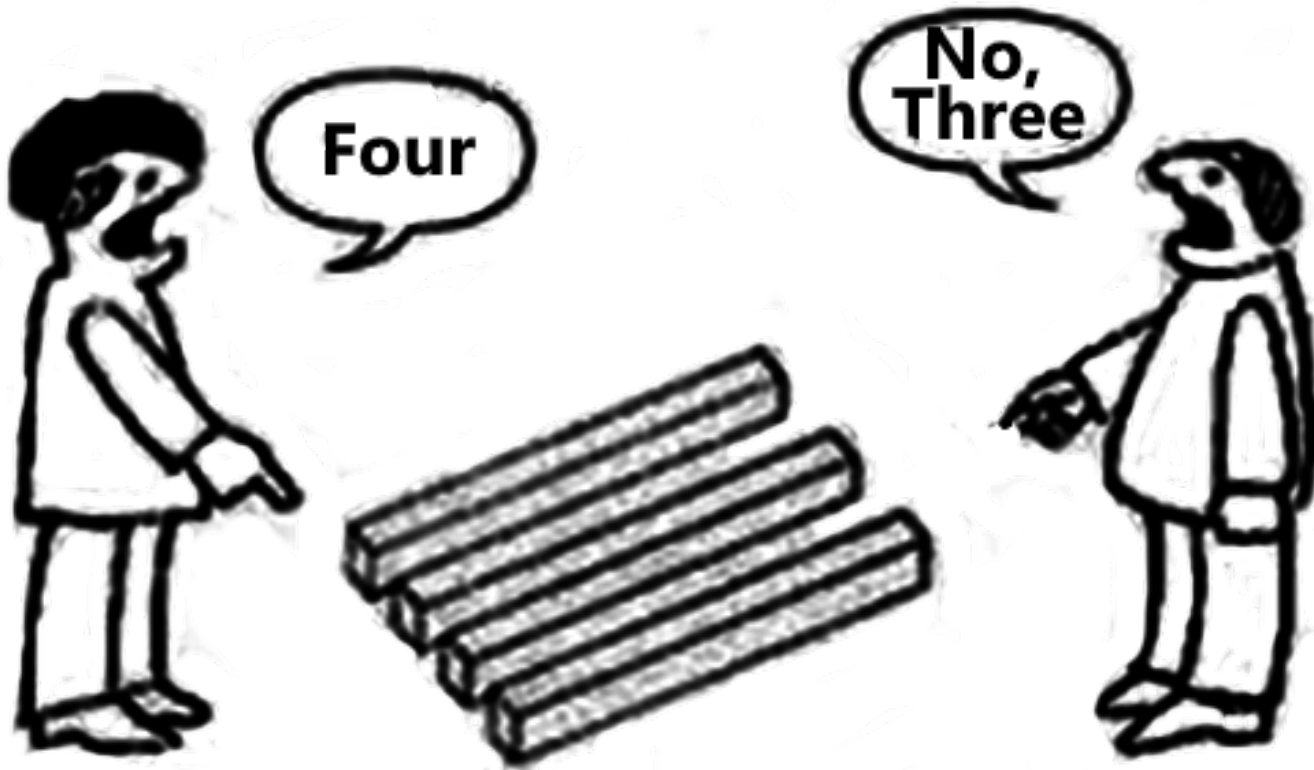
Maturity Levels:



SEM Components:

- Management Commitment
- Resources (financial, human)
- Energy Review and Analysis
- Key Performance Indicators and Targets
- Action Plans
- Operations and Maintenance
- Monitoring and Analysis
- Employee Engagement
- Regular Reporting, Review, and Reassessment
- Procurement and Design
- Documentation and Records
- Energy Management System Audits

It is really confusing!!!





Who should attend and reason?

Whom	Reason
Site manager	Provides organizational direction, sets responsibility and accountability for energy
Finance manager	Understand how effective energy management can deliver results to the bottom line
Operations manager	Improved operating practices can drive significant reductions in energy costs. Understand how reliability and quality of energy supply impact production
Maintenance manager	Improved maintenance of energy intensive processes and equipment and achieve energy cost reductions
Procurement manager	Improve both energy procurement practices and purchasing procedures for new/replacement equipment
Facility manager	Gain support for energy management with increased awareness and understanding of energy based on group interaction and communication

Data collection

Business Information

> View Introduction

* Required fields

* Business name:

* Your name:

* Your email:

Business street address:

Business city:

* ZIP code:

Annual electric consumption (kWh):

Annual gas consumption (mmBtu):

* Business type:

* Your provider:

OK to share my contact info with my utility:

OK for my utility to follow up with me:

Facilitator

* Facilitator name:

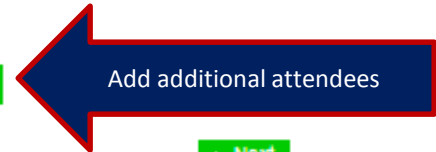
Attendee name:

Attendee job title:

Attendee email:

> Remove

> Add Attendee



> Next



> Save

Assessment

Question topic

Question level

NORTHWEST EMA

1. Management commitment

Level 2

Question 1 of 1

Questions
at this level

We have a written energy policy that has been defined and communicated by top management.

Definitely

Needs improving

1 2 3 4 5 6 7 8 9 10 11 12

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Example Customer Report

Prepared for

Example Customer Name

By: Mike Smith • For: Sam Walton • sam.walton@testco.com • Return Password: 9ffc7746
123 Test St, Portland, 97201 • 01/13/2015

EXECUTIVE SUMMARY

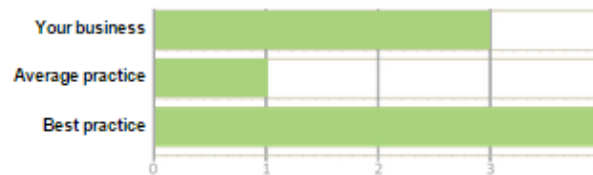
Your energy consumption

Estimated annual electric consumption 1000000 kWh

Estimated annual gas consumption 50000 mmBTU

How well are you managing energy?

Your overall score (towards Sustaining level) 52%



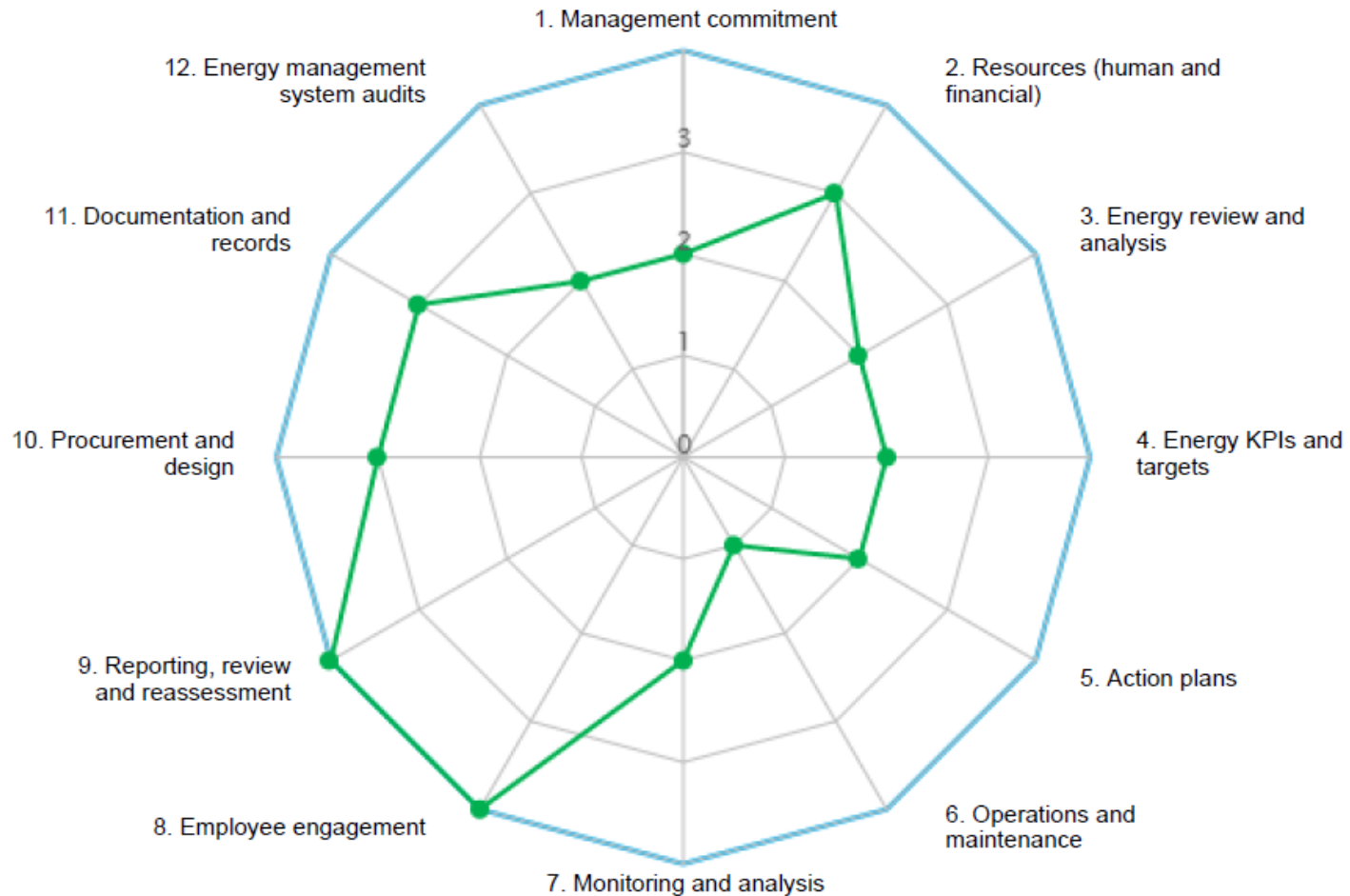
#	Level	Description
1	Awareness	Awareness of how process/facility conditions affect energy intensity/spend
2	Projects	Have implemented energy efficiency projects
3	Programmatic	Identify and prioritize energy efficiency projects to maximize return on investment
4	Sustaining	Value of energy embedded in business decision making

Overall score

Benchmarking against peer organizations

Example Customer Report

YOUR SELF-ASSESSMENT RESULTS



Example Action Plan

RECOMMENDATIONS FOR YOUR BUSINESS

The following recommendations are provided based on the results of your self-assessment. The recommendations are prioritized based on your responses provided in the self-assessment, your level of development in each of the 12 components and the assessment prioritization factors for each component.

<p>Resources (human and financial)</p> <p>Assign at least one staff member responsibility for energy performance within your organization as part of their role.</p> <p>More info: http://energyimprovement.org/getstarted.php</p>	<p>By When</p> <p>By Whom</p> <p>Priority actions for customer</p>
<p>Energy review and analysis</p> <p>Conduct a review of your equipment and energy bills to identify savings opportunities (e.g. complete an energy audit of your facility/organization).</p> <p>More info: http://online-sem.com/resourcelibrary.php</p>	<p>By When</p> <p>By Whom</p> <p>Enter who and when action will be implemented</p>
<p>Monitoring and analysis</p> <p>Conduct regularly monitoring of energy consumption and cost.</p> <p>More info: http://energyimprovement.org/getstarted.php</p>	<p>By When</p> <p>By Whom</p> <p>Links to products and services to support customer</p>

Potential benefits

New programs

1. Engage and add value to senior management
 - Tangible tool a program can use to add value
 - Team activity to engage decision makers
 - Quickly develop consensus on current status and areas needing attention
2. Opportunity to expand existing offering
 - Increase value added to existing engagements
3. Consistent approach through common framework
4. Customer relationship building

Mature programs

1. Track SEM diffusion and market transformation in NE/Mid-Atlantic
2. Centralized storage and retrieval of customer results & progress
3. Build database based on a common NE framework