Engaging customers with 50001 Ready

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Engaging Customers with 50001 Ready

How to drive deep, sustainable energy savings through energy management

Topics:

1. EnMS an Overview
2. The 50001 Ready Program
3. What’s New
4. Options and Resources for Utility Programs and Implementers
EnMS, An Overview: **ISO 50001, SEM & CEI**
An **EnMS** can be implemented in many different ways. **ISO 50001** was developed to establish international standards for **EnMS** and energy improvement.
You can't manage what you don't measure!

- Would you buy stock in a company without a financial management system?
  - Doubtful! ..... International Financial Reporting Standards (IFRS)
- Would you invest in a company without a good environmental management system?
  - Doubtful!..... ISO140001, Dow Jones Sustainability Index, CP100, ....
- Would you buy products from a company without quality control system?
  - Don’t think so! .... ISO 9001
- Would you work for a company without a good safety management system?
  - No chance!.... ISO 45001 Occupational health and safety management systems

**Corporate system standards** are core to every well managed company

*HR, purchasing, supply chain, operations, testing...*

*All have long institutionalized company systems with industry standards.*

**An Energy Management System is critical to any successful company!**
ISO 50001: an EnMS defined by an international body

- Developed to create consistency between the multiple national energy management standards that were being developed
- Published in 2011, recently updated
  - 44 ISO member countries and 14 observer countries participated in the development

- Describes an **Energy Management System framework**
  - A management model for continual improvement similar to existing models for quality (ISO9001) and environmental management (ISO14001)
  - A **requirements specification** for establishing, implementing, maintaining and improving an energy management system.
Bridging the Gap: The DOE 50001 Ready Program for utilities and implementers
Why aren’t Utilities running ISO 50001-based SEM programs?

“Don’t need a complex SEM/CEI type program”

“ISO 50001 documents are too complicated”

“Running an ISO 50001 implementation is too costly to design and implement”

“ISO 50001 does not provide immediate savings”

“Other SEM/CEI program designs can provide the same benefits”

The 50001 Ready Program and resources are designed to help utilities overcome these issues
The Objective

• Create readily adoptable, easy-to-use resources for utilities and implementers that want to offer their customers a continuous energy improvement program. Provide self-attestation and recognition.

50001 Ready is

1. Open source software tools and resources, designed to be enhanced by implementers and offered to end-users

2. Suite of resources to support utilities and implementers who want to work with customers in institutional, commercial and industrial facilities

3. Available to support ‘enterprise’ or multi-facility adoption

4. Recognition for self-attesting to conformance with ISO 50001. There are no certification requirement from third parties
Three Steps to Becoming 50001 Ready

**STEP 1**
Self-declared implementation of ISO 50001

**50001 Navigator**
- The Navigator walks a user through the steps of implementing an EnMS consistent with an ISO 50001 framework.
- Each step is checked off and validated by the user.

**STEP 2**
Validation of energy and emissions reductions

**DOE EnPI (Energy Performance Indicator)**
- Run a regression-based calculator for single or multiple fuels to determine energy savings. DOE makes an EnPI tool available.
- The User can utilize the DOE EnPI tool, an Energy Star tool, a third party tool, or their own tools to validate the results.

**STEP 3**
Submission of results to DOE for recognition

**Recognition Program**
- Complete Navigator with > 0 results
- Complete EnPI with YES to all questions
- Submit to DOE signed attestation of completion along with EnPI results

**STEP 4 (non-DOE program)**
Pursue ISO 50001 Certification if desired

- Decide on facility or enterprise level
- Organize submissions of policy, framework fulfillment and performance
- Work with external auditor & certification body to receive ISO 50001 Certification

DOE or Utility recognized success for conformance to ISO standards
50001 Ready Tools

50001 Navigator Tool

- Online tool, with simple, step-by-step approach to ISO 50001 implementation
- 25 tasks divided into 4 sections
- Ability to assign tasks to team members
- Extensive guidance available in each module

https://navigator.industrialenergytools.com
50001 Ready Tools

50001 Navigator Tool

- Guidance broken into straightforward sections, including:
  - Getting It Done – what specifically needs to be accomplished
  - Task Overview – how does this task connect with ISO 50001
  - Full Guidance – comprehensive guidance about the task
  - Optional Transition Tips – from other ISO management systems or ENERGY STAR

- Track and update task progress
- Form teams and assign tasks
- Download guidance
- Create multiple projects
- Access over 100 related resources
- DOE 50001 Ready Recognition!
Having a **Continuous Energy Improvement** or **Energy Mgmt. System** means you are already at least **HALF WAY DONE**

- **Strongly prepared**
  - Planning
    1. Scope and Boundaries*
    2. Energy Policy
    3. Management Commitment
    4. Energy Team*
    5. Legal Requirements
  - Energy Review
    6. Data Collection
    7. Data Analysis
    8. Performance Indicators (EnPIs)*
    9. Significant Energy Uses (SEUs)*
    10. Relevant Variables
    11. Baselines, Objectives and Targets*
    12. Improvement Opportunities*
    13. Improvement Projects
  - Continual Improvement
    14. Monitoring*
    15. Measurement*
    16. Operational Controls*
    17. Corrective Actions
    18. Energy Consideration in Design

- **Partially prepared**
  - System Management
    19. Documentation and Records
    20. Communications
    21. Training
    22. Procurement*
    23. Internal Audit
    24. Calculate Energy Savings*
    25. Management Review
DOE Energy Footprint Tool

Developed to support manufacturing, industrial and commercial facilities that are implementing energy management plans

Organize Data to Easily track and analyze:

- Energy consumption
  Electricity, natural gas, etc.

- Relevant variables
  Production levels, degree days, operating hours, occupancy rates, etc.

- Energy Uses
  i.e., Application of energy

- Calculates energy-related greenhouse gas emissions

EnPI Lite: Navigator’s companion tool for facility-level energy performance

- Enter or upload energy use data and account for mitigating factors (e.g., production levels, occupancy changes, weather)
- Top-down regression analysis calculates energy change from baseline year
- Accepts input from DOE Energy Footprint tool and ENERGY STAR Portfolio Manager
- The EnPI Lite Output file is one option for reporting energy performance for DOE recognition

https://enpi.industrialenergytools.com/
50001 Ready Tools

**Automated Register of Implemented Actions**

- “The Register” assists with implementation of an EnMS including, but not limited to ISO 50001.
- Energy savings over the reporting period are reflected; typically, this will be annual savings.

- The Register summarizes key details of each EnMS action’s implementation
  - Action description
  - Actual energy savings
  - Source of energy savings determination
  - Responsible party.

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**ACTION**

<table>
<thead>
<tr>
<th>#</th>
<th>ACTION</th>
<th>Date Initiated</th>
<th>Date Completed</th>
<th>Energy Types Impacted</th>
<th>Primary Energy Conversion Factor</th>
<th>Change in Energy Consumption During the Reporting Period (MMBtu)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Motor replacement (Example)</td>
<td>1-Sep-2014</td>
<td>1-Oct-2014</td>
<td>Electricity</td>
<td>3</td>
<td>Anticipated: 154,000, Actual: 120,000, Calculated: 462,000</td>
</tr>
<tr>
<td>2</td>
<td>Repair steam leaks (Example)</td>
<td>1-Sep-2014</td>
<td>1-Oct-2014</td>
<td>Natural Gas</td>
<td>1</td>
<td>Anticipated: 90,000, Actual: 90,000, Calculated: 90,000</td>
</tr>
<tr>
<td>3</td>
<td>Switching electric steam boiler to waste heat boiler (Example)</td>
<td>6-Jul-2014</td>
<td>1-Dec-2014</td>
<td>Electricity</td>
<td>3</td>
<td>Anticipated: 97,000, Actual: 291,000, Calculated: 97,000</td>
</tr>
<tr>
<td>4</td>
<td>Eliminating Inappropriate Use of Compressed Air (Example)</td>
<td>1-Jan-2014</td>
<td>1-May-2014</td>
<td>Natural Gas</td>
<td>1</td>
<td>Anticipated: (79,000), Actual: (79,000), Calculated: (81,000)</td>
</tr>
</tbody>
</table>

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[energy.gov/eere/downloads/automated-register-implemented-actions]
What’s New!!
50001 Ready Playbook

- 50001 Ready Navigator is a **personnel management and tracking tool**
  - Bring in energy team and consultants
  - Assign to Tasks and track feedback
  - Leave notes and Sharepoint locations for the needed deliverables

- New: Companion Playbook with **Task worksheets**
  - Fill out the worksheets for each Task
  - Living document (spreadsheet) that contains the energy data and system
  - Step-by-step guide to establishing and improving energy use
  - On boarding tool for new energy personnel (management or staff)
  - Will contain sample completed forms to show end product example
  - Examples across sectors (industrial, commercial, municipal)
Multi-Site Platform!

- Multi-site functionality – central office involvement to coordinate and support activities at multiple linked facilities – has applicability to cohort program models
- Reduces time and effort to implement 50001 Ready across multiple facilities
- Standardizes 50001 Ready system across facilities
- Centralized repository for shared information
- Applicable for entities with multiple facilities pursuing 50001 Ready
  - Municipal; schools, hospitals
  - Industrials with multiple sites
50001 Ready Navigator Multi-Site Features

- Track overall 50001 Ready implementation across multiple sites
- Platform for communicating with sites on 50001 Ready
50001 Ready Navigator Multi-Site features

- Establish role of Central Office in 50001 Ready implementation
50001 Ready Navigator Multi-Site Features

- Track 50001 Ready implementation across multiple sites for each task
Overview of Changes in ISO 50001:2018

Updates clarify expectations for organizations committed to ISO 50001!

- **Top management**: expanded role and description of responsibilities
- **Continual energy performance improvement**: strengthened demonstration and emphasis on measurable benefits.
- **Types of energy** within the defined scope and boundaries cannot be excluded.
- **Topics with new clarifying details**:
  - Energy review
  - Energy performance indicators and associated energy baselines
  - Energy data collection plan, previously energy management plan
  - Normalization for variables that affect performance.
- **Reorganized content and user friendliness**
  - Adopts ISO’s new “high-level structure” that aligns all management system standards for consistency and greater cross-discipline integration
Options and resources for utility programs and implementers
The 50001 Ready program is designed to be used by program administrators and implementers in whatever way fits their goals.

- **DIY**: Offer 50001 Ready tools to customers as a program they can implement on their own.
- **Train**: Offer training to customers on how to use 50001 Ready tools.
- **Supplement**: Supplement existing custom or O&M programs with 50001 Ready tools.
- **SEM**: Develop and offer an SEM Program using 50001 Ready tools and reference designs.

A Wide Spectrum of Utility Programs with varying needs.
50001 Ready Program for Utilities and Implementers

• 50001 Ready resources can be used in whatever way is best for each program

- **Copy Exactly**
  Use the 50001 Ready resources without changes

- **Re-Brand**
  Use the 50001 Ready resources and brand with your own look

- **Modify**
  Use the 50001 Ready resources as a base, editing where needed

- **Rewrite**
  Use the 50001 Ready resources as a starting place but rewrite with your own content
Additional Tools for Program Administrators and Implementers

- Materials: To help utilities and implementers easily develop custom materials
- Samples: To give utilities and implementers ideas on potential program designs
- Guidance: To help utilities and implementers make decisions when designing programs
Overview of 50001 Ready Utility and Implementer Materials
Purpose of 50001 Ready Utility Resources

Make it easy for utility program administrators and implementers to use 50001 Ready by providing:

• Samples- to give ideas on how use 50001 Ready can be used
• Guidance- that helps make decisions on how to use 50001 Ready
• Materials- that make it easy to develop offerings using 50001 Ready
• COMING SOON: CASE STUDIES!!!
Objectives:
• Learn about DOE energy management resources
• Discuss how the utility community is leveraging those resources
• Work together to identify how these resources can support what you’re doing
• Keep pace with DOE, program, and resource updates.

Related SEM collaboratives and resources:
• Northwest and Northeast and new US/Canada SEM collaboratives—On-the-ground support and resources
• CEE Industrial SEM Committee—Member driven SEM program development
• SEM Hub—NEEA maintained online resource for guides, tools, videos, and online courses

50001 READY PROGRAM

The U.S. Department of Energy's 50001 Ready program recognizes facilities and organizations that practice IN-LIFE, PASSIVE ENERGY management. The program does...
Support for Various Types of Engagement

**Option A — Direct your Customers to 50001 Ready**

The 50001 Ready program and its resources are simple, free, and applicable to all industries. Enhance your client services by directing your customers to 50001 Ready on the DOE website, as a way for them to improve their energy efficiency and bolster their performance in your energy program. DOE can provide remote technical assistance for all 50001 Ready resources and support utility customer engagement.

**Option B — Supplement Your Offerings with 50001 Ready**

No matter how you engage your customers, the 50001 Ready program can be used to improve client satisfaction and supplement your existing offerings. The 50001 Ready program has been designed to encourage flexibility, allowing you to identify the components most applicable to your
Option A — Direct your Customers to 50001 Ready

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If you are interested in having your customers use the 50001 Ready program and Navigator tool, DOE resources are available to help you communicate the benefits of 50001 Ready. These templates can be customized to meet your program and customer needs. Several examples are listed below; for editable versions or additional assistance with developing your customer-facing material, please contact us.

- Learn more about how 50001 Ready benefits your customers
- 50001 Ready - Infosheet - Overview for Program Participants (PDF)
- 50001 Ready - Slide Deck - Program Overview (PDF)

Additionally, DOE would like to hear feedback from you and your customers regarding the value and usability of the 50001 Ready Navigator and other program resources. Please contact us to see how your partnership with DOE can contribute to future program and software development.
All overviews are similar one-page snapshots:

- Brief description
- Benefits
- Overview of the design
50001 Ready SEM Program Design Tool

>> LAUNCHING A NEW 50001 READY SEM OR CEI PROGRAM

SEM programs are complex, and program development is complicated and can be costly. If you are considering implementing an SEM program, 50001 Ready resources are available to jumpstart the process, reduce the costs of your program development efforts, and provide your customers with a globally recognized approach.

Energy efficiency program administrators that want to launch a 50001 Ready SEM program can take the following steps:

1. Decide what type of 50001 Ready SEM program is right for you.
   SEM programs, including the 50001 Ready SEM program, can come in many different “flavors” (e.g., length of engagement, amount and type of support to provide, whether to provide group workshops or cohorts). DOE's 50001 Ready SEM Program Design Tool is available to help you make key decisions on what type of program might be right for you. Answer a few brief questions in the online tool and immediately receive recommendations to consider in designing an SEM program. Use the 50001 Ready SEM Program Design Tool >

Design tool provides guidance for designing a new SEM Program
50001 Ready Successes
ArcelorMittal Cleveland – 50001 Ready Facility

Elevating awareness of energy performance among internal and external audiences

• **Competitive advantage in the market:** 50001 Ready distinguishes ArcelorMittal to key customers that prefer suppliers that demonstrate energy management excellence.

• **Access to capital through competitive internal channels:** 50001 Ready helped plant leadership recognize the ongoing value of investment in energy projects.
Nissan North America – Three 50001 Ready Facilities

Leveraging 50001 Ready to replicate successes with energy management

- **No-cost boost to supplier energy management:** Nissan uses 50001 Ready to engage suppliers to manage energy cost-effectively—further reducing corporate carbon footprint.

- **Effective training of new staff:** Following steps in the 50001 Ready Navigator, new hires learn Nissan’s energy management processes.

Nissan’s 50001 Ready Facilities:
- Vehicle assembly plant, Smyrna, TN
- Vehicle assembly plant, Canton, MS
- Powertrain plant, Decherd, TN
Four Seasons Produce – 50001 Ready Facility

Continuing a tradition of leadership and innovation in sustainability

- **Energy performance:** The Navigator guided efforts to measure, monitor, and improve energy intensity by 2.1%.

- **Continuous Energy Improvement (CEI) practices:** 50001 Ready confirmed enduring effectiveness of CEI best practices to achieve results.

- **No- and low-cost savings:** With 50001 Ready, ~25% of identified savings opportunities were affordable or free.

Four Seasons Produce (Ephrata, Penn.) was introduced to 50001 Ready by their CEI provider, Strategic Energy Group (SEG).
Identifying savings from specific energy activities and qualifying for incentives

- **530,000 therms of natural gas and 1.6 million kWh saved annually:** 50001 Ready helped Neenah trace savings to specific energy efficiency projects.

- **Replication of energy savings:** Clarifying the source of savings enabled the mill’s energy team to install successful projects across the mill.

- **Leveraging utility incentives:** Completing 50001 Ready in partnership with Focus on Energy led to additional cost savings.
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