

Save Energy Now LEADER Web Conference Project Implementation Seminar Series

2 – Preparing for Project Implementation before an Energy Assessment

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Agenda

- Seminar Series Overview
- Recap Seminar #1

Steps before an assessment
Fred Schoeneborn - ORNL team
Brad Runda - Saint-Gobain Corp.

- Questions/Future Seminars

Project Implementation Series

- **12**, one-hour seminars assisting *Save Energy Now* LEADER Companies
- Conducted every **second Wednesday** of the month
- Focus on **real world** examples and solutions
- Practical **tools** made available
- **Peer** *Save Energy Now* LEADER Company participants



Why Implementation Fails

Lack of
Manpower

Lack of
Funding

Lack of
Interest

Personnel
Changes

Did Not
Plan for
Success

Save Energy Now LEADER Sharing by 3M

- Recognize individuals and facilities
- Develop a dashboard
- Use tiered recognition
- Encourage self-nomination and peer nomination
- Have senior management present meaningful rewards

Create a **BUZZ** ...about the
assessment implementation

Set Expectations

- Energy savings of 5% to 10% can be identified
- 20% of identified require no capital investment (only a change in practice or awareness)
- 80% have simple paybacks that average 1.5 years



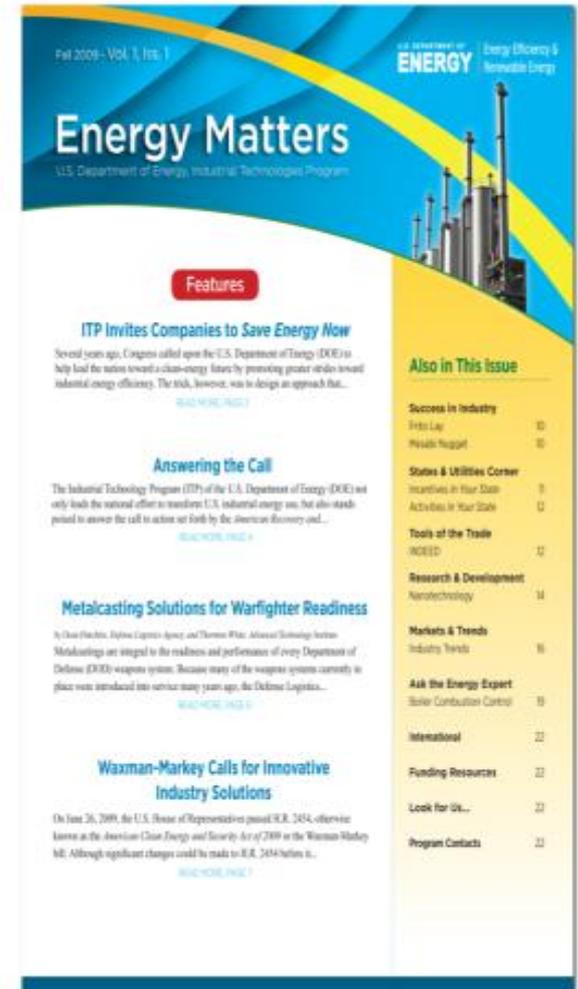
Benefits of Implementation

- Cost reduction
- Staff training opportunity
- Environmental Stewardship
- Great PR opportunity
- Advantage to non-energy units (e.g. safety)



Communicate

- Become the face of the assessment and results
- Newsletter announcements
- Poster program
- Use today's headlines of energy security
- Good corporate citizen



Invite Your Supporters

- Public Relations – your best friend
 - Involve them early
 - Have them meet the *Save Energy Now* expert
 - Provide them with all *Save Energy Now* LEADER information
 - Give them plenty of information to get their story
- Other sites and neighbor plants
- Municipal supporters and contractors



Determine & Publish the “Prize”

- Convert the “prize” to company language
- Use the 2.5% *Save Energy Now* LEADER Pledge
- Show ongoing results to date
- Conduct a plant contest
- Celebrate the contest winner

Utilize *Save Energy Now* LEADER Pledge

- Use the logo to brand the assessment
- Create posters using the actual pledge
- Use logo on shirts
- Create special stationery
- Distribute hard hat stickers



Gather Data

- Production
- Energy consumption
- Recent projects
- Past energy studies (check “show-stoppers”)
- Current ideas for improvements



Have Logistics in Place

- Lodging for guests
- Agenda/Plan for the assessment
- Dedicated conference room
- Transportation inside plant
- Safety training
- Special clothing, hard hats, camera approval, etc.
- Social events (ice-breaking dinner)



Implementation Scorecard

Assessment Project Implementation Scorecard

Key:

ON TIME	GRACE PERIOD (DAYS)	LATE
	10	

			STATUS			
Project Description	Subtask	Project Manager	Initial Assesment Due/Completed	Project Submitted Due/Completed	Project Implemented Due/Completed	Project Follow-Up and Verification Due/Completed
Steam System Repair		Joe Blow	9/1/2009	10/1/2009	12/31/2009	1/31/2009
			9/12/2009	10/3/2009	10/4/2009	10/5/2009
			10/6/2009	10/3/2009	10/4/2009	10/5/2009
			10/10/2009	10/14/2009	10/12/2009	10/13/2009
			10/10/2009			
			10/10/2009	10/11/2009	10/12/2009	10/13/2009
			10/10/2009	10/11/2009	10/12/2009	10/13/2009

Flash the Scorecard

- Distribute a sample with phantom lines
- Assign team members to each energy system (future “owners” of implementation projects)
- Post the scorecard on the bulletin board
- Review the scorecard with management
- Instill friendly competition

Funding Opportunities

- Identify area rebates and incentives
- Use the info at the assessment kick-off meeting
- Engage and “work” your financial folks
- Get a “seat at the table”
- Consider Performance Contracting as an option

Champion of Implementation

- Brad Runda
- Saint-Gobain
- Director of Energy
- One of the best Implementation Programs

Efficient Assessments and Implementation

5 P's: Proper Preparation Prevents Poor Performance

Plan on spending time to prepare for the assessment – it will pay big dividends in the quality and quantity of what you can accomplish within the given time

Think and Plan ahead about how to implement – it will avoid big time lags that lead to loss of momentum and incur opportunity cost



Efficient Assessments

- Confidentiality Agreement
- Safety Review
- Energy Bills, 12 or 24 months
 - Cost and usage; Tariff information
- Metering Information
 - Sub metering; Load Profile
- Site Drawings
 - Building Layout; Electrical 1-line diagram; Piping



Efficient Assessments

- Equipment
 - List, OEM Specifications, Locations, Use
- List where and how you use energy
 - Helps uncover hidden opportunities
- Define your process requirements
 - Needs versus wants
- Metering
 - Determine and prepare locations for metering

Efficient Implementation

Before the assessment starts:

1

Understand cost savings goals and incentives associated with those goals for key individuals

2

Check capital budgets, look for project offsets – be persistent especially as the end of the fiscal year approaches

3

Be sure to get capital assigned to future energy projects in future budget(s) - placeholder

Efficient Implementation

4

Understand various financing options

- *Overcomes hurdle rates*

5

Target 'Low Hanging Fruit' First

- *Easy to do, immediate savings, keeps people engaged, establishes the proper baseline*

6

Avoid cherry picking by effective bundling and presentation

- *This can help maximize utility incentives*

7

Actively communicate upward – sell

Efficient Assessments and Implementation

- People are the biggest asset or liability
- Determine the correct participants, internal or external, and their role in the process
- Ensure they are dedicated to the process
- Get the commitment from the appropriate authority that your participants are going to be dedicated – make sure they know it too.



Now Your
Questions

Next Seminar in the Series

- February 10, 2010
- 2:00 p.m. Eastern
- “Preparing for project implementation during an assessment”
- Guest Speaker from Nissan North America, Inc.
- Please register

Feedback

- Welcome comments regarding Seminar Series
- Seminars are your sessions
- Make seminars meaningful
- Feedback aids continuous improvement
- Send comments to Lindsay Bixby at: lbixby@bcs-hq.com

THANK YOU

