

Energy, Data Management, Reporting



Schneider
Electric

Design the Strategy | Deliver Efficiency | Sustain Results

This presentation does not contain any proprietary, confidential, or otherwise restricted information.

Agenda

- About Schneider Electric
- Enterprise wide Data Management
- Outputs
- Foundation and results
- Part of a complete energy management solution



Schneider Electric – the global specialist in energy management

22.4

billion € sales
(last twelve months)

39%

of sales in new economies
(last twelve months)

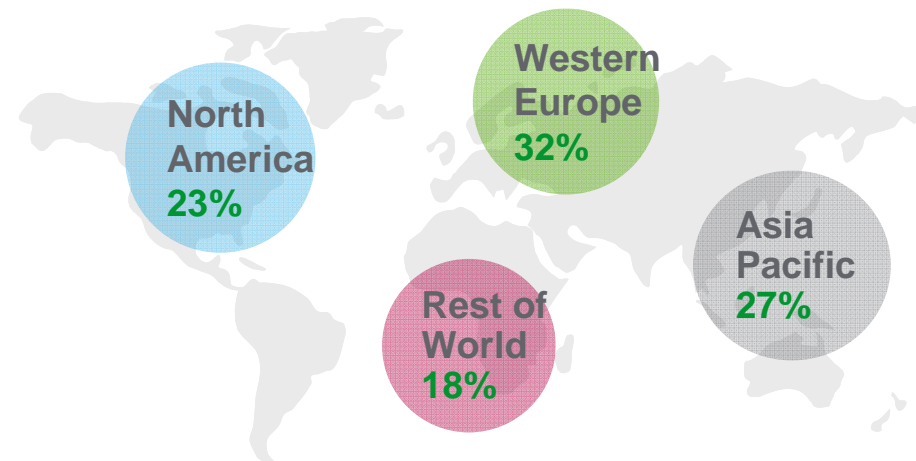
130 000+

people in 100+ countries

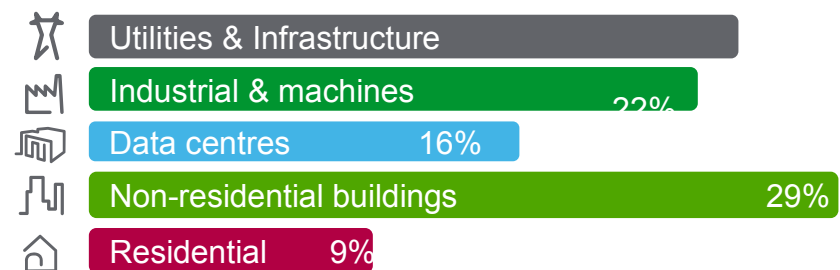
4-5%

of sales devoted to R&D

Balanced geographies – FY 2011 sales



Diversified end markets – FY 2011 sales



Enterprise-wide Facility Management

Demographics

- 72 buildings
- 55 locations
- 12 M ft²
- 105 people
- 7 Regional managers
- 26 facility managers
- 79 techs
- Across North America
- Across all Businesses



How are you currently managing your energy data?

- Is your energy data collected manually, and stored in a spreadsheet?
- Is your data hard to scale, error prone, stored in a reliable and secure location?
- Is your data stored on one server, is it accessible to other locations?
- Can you easily share and integrate your data with other sites, users?
- Do you need skilled resources to analyze your data? Are you outsourcing this function?

Too much energy data?



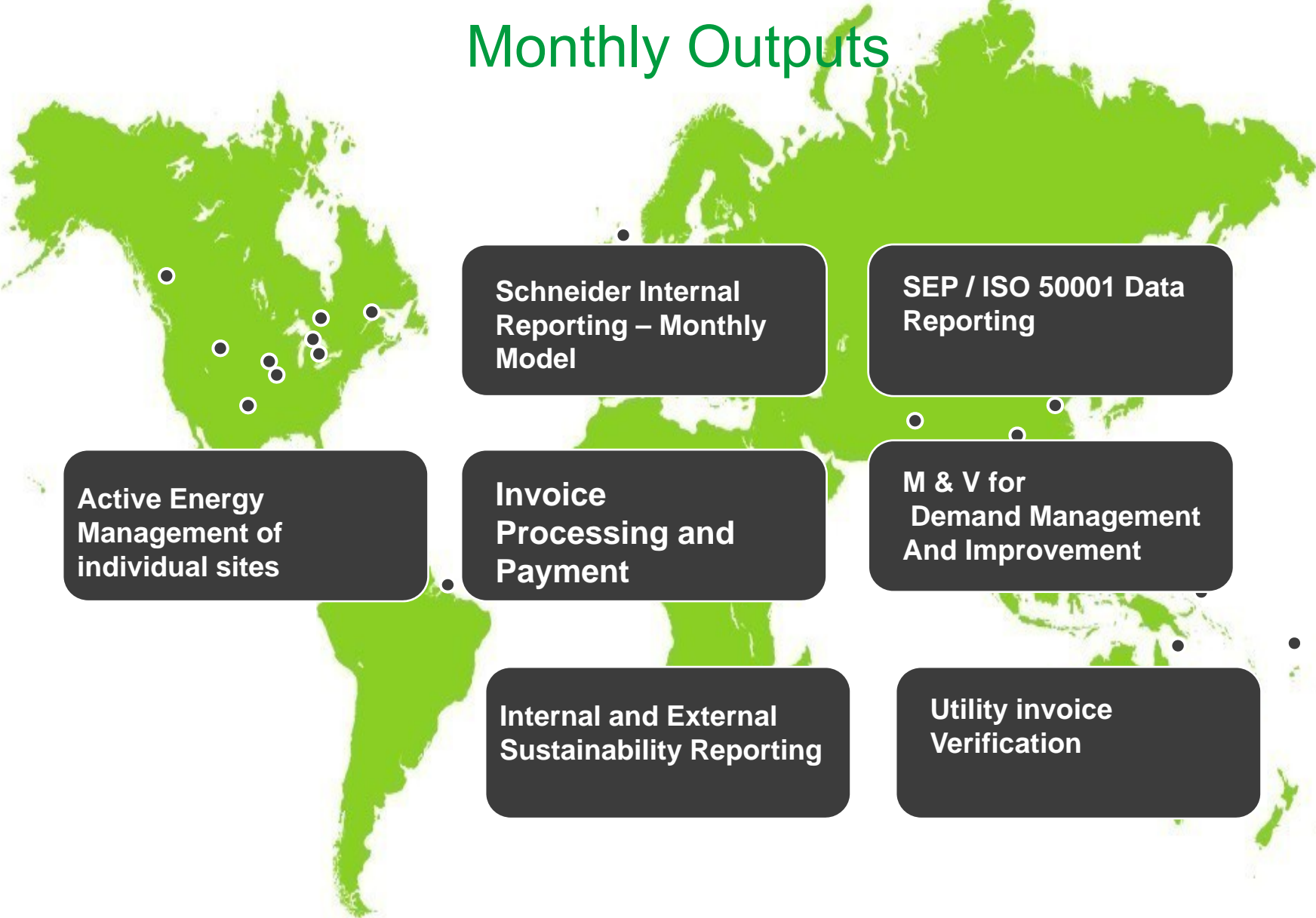
Enterprise-wide Facility Management

Data from 55 sites

- 2600 Utility invoices/year, Managed by Resource Advisor
- 1320 Production data points
- 1320 Weather Data Points
- 1320 Utility Data Points
- Main Meter and Sub Meter data from 290 meters, @ 15 minute intervals – more than 10,000,000 data points / year
- All data points are stored in Energy Operation.



Schneider Electric North America Monthly Outputs



Active Energy
Management of
individual sites

Schneider Internal
Reporting – Monthly
Model

SEP / ISO 50001 Data
Reporting

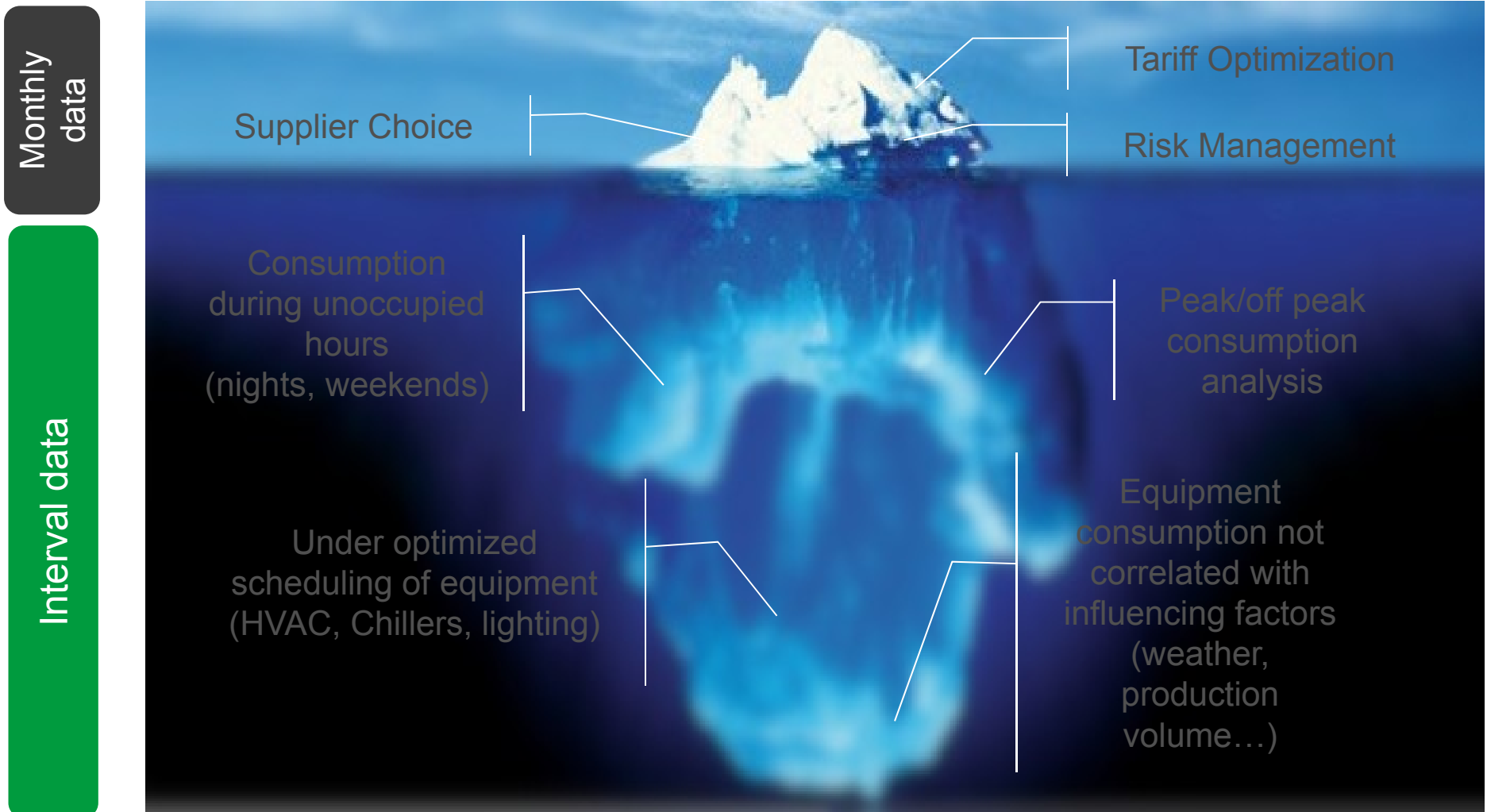
Invoice
Processing and
Payment

M & V for
Demand Management
And Improvement

Internal and External
Sustainability Reporting

Utility invoice
Verification

Monthly data is just the tip of the iceberg



Manage our data in three components

Data is worthless if you don't use it,

If you don't understand it,

Can't find it or organize it.



Modeled Performance EnPi Tool

Site	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13	Oct-13	Nov-13	Dec-13	'13 vs '12 Baseline	Elec	Gas
Cedar Rapids	-3%	-4%	3%	10%	-1%	-10%	-5%	-7%	-11%	4%	4%	-12%	-3%	-3%	-3%
Des Plaines	1%	-5%	10%	22%	20%	-1%	12%	23%	6%	6%	-13%	-11%	3%	4%	0%
Lincoln	-16%	-14%	-6%	-9%	-1%	-1%	2%	3%	1%	4%	1%	2%	-3%	3%	-17%
Missouri	-2%	-22%	-17%	-7%	-7%	-4%	-10%	-29%	-8%	-5%	-12%	9%	-10%	-12%	63%
Palatine	4%	4%	0%	1%	1%	7%	-2%	-2%	5%	1%	4%	2%	2%	2%	2%
Rockford	3%	-5%	-7%	4%	-26%	-13%	-5%	-17%	-14%	-17%	-4%	2%	-6%	-4%	-8%
St. Louis	-12%	-10%	-19%	-21%	-18%	-16%	-14%	-15%	-13%	-17%	-18%	-20%	-16%	-17%	610%
Dayton	-5%	-8%	-4%	0%	-5%	-5%	-1%	-5%	-4%	-2%	-2%	-2%	-4%	-2%	-9%
Fishers	-6%	-15%	-8%	-5%	-11%	-26%	-30%	6%	31%	35%	19%	25%	1%	3%	0%
Huntington	-8%	-6%	-3%	-8%	1%	-1%	9%	6%	-1%	-13%	-9%	-9%	-5%	2%	-14%
Lexington	1%	-6%	-3%	-5%	-4%	0%	4%	4%	11%	0%	-6%	-5%	-1%	2%	-5%
Oxford	-1%	-6%	-1%	-6%	2%	-3%	8%	5%	4%	-2%	-2%	-7%	-1%	3%	-4%
Peru	-7%	-4%	13%	-2%	5%	5%	9%	4%	6%	-8%	0%	8%	2%	-3%	5%
West Chester	3%	2%	6%	7%	3%	1%	9%	8%	8%	9%	13%	28%	8%	5%	11%
Billerica	-4%	-8%	-10%	2%	6%	-1%	5%	-4%	-15%	-20%	3%	18%	-2%	-7%	7%
Brossard	-2%	-4%	3%	-2%	2%	-1%	7%	5%	5%	-1%	1%	5%	1%	2%	1%
Leesport	-12%	-14%	4%	9%	5%	2%	16%	38%	48%	50%	35%	17%	13%	18%	2%
Marlborough	-21%	-17%	-9%	-1%	10%	14%	17%	20%	7%	50%	22%	-16%	-2%	13%	-15%
McLaughlin	-2%	-3%	-4%	-5%	2%	14%	5%	-3%	-17%	-15%	-11%	-14%	-5%	-8%	-2%
Mechanicsburg	3%	-10%	0%	6%	4%	2%	-8%	1%	2%	7%	-2%	-8%	0%	0%	0%
Middletown	-10%	-17%	-15%	-3%	8%	7%	29%	18%	8%	-2%	-16%	-20%	-8%	-8%	-6%
North Andover	-4%	-9%	-10%	5%	-8%	2%	11%	-3%	-3%	-2%	-1%	-1%	-4%	-2%	-6%
West Kingston	8%	-3%	8%	13%	0%	-4%	0%	3%	1%	5%	-21%	-6%	0%	1%	-2%
Centro Logistico	-13%	-11%	-2%	3%	0%	0%	2%	0%	-6%	-4%	5%	-14%	-5%	-4%	-6%
Monterrey P2	1%	-6%	1%	5%	6%	4%	1%	-3%	-9%	2%	6%	10%	1%	1%	3%
Monterrey P3	-4%	-8%	-3%	2%	2%	5%	5%	2%	-5%	0%	-3%	-6%	-2%	-1%	-3%
Monterrey P4	-12%	-15%	-1%	10%	-14%	-11%	-16%	-15%	0%	-13%	-11%	-6%	-9%	-9%	0%
Monterrey P5	-6%	-4%	-12%	5%	1%	-4%	3%	-5%	-6%	8%	-8%	-15%	-3%	0%	-7%
Pacifico	1%	-13%	-17%	-11%	-14%	-15%	-7%	-11%	-6%	2%	-5%	1%	-9%	-9%	0%
Rojio Gomez	10%	-8%	-12%	-3%	-7%	-12%	-17%	-22%	-24%	-20%	-39%	-42%	-17%	-17%	0%
Tlaxcala	-4%	47%	14%	30%	-8%	-22%	-19%	-12%	9%	8%	8%	-4%	-1%	-1%	-1%
Columbia	-8%	-8%	0%	-2%	5%	3%	1%	1%	-2%	-2%	-2%	-8%	-1%	-1%	-1%
Greensboro	-2%	-11%	-9%	-6%	-8%	-7%	-2%	1%	-6%	-8%	-10%	-13%	-7%	-7%	-7%
LaVergne LifeSpace	0%	-4%	-4%	0%	3%	7%	10%	13%	12%	20%	24%	1%	6%	11%	-2%
LaVergne PMO	-2%	-6%	-7%	-1%	-4%	-7%	-3%	-3%	-2%	2%	-2%	-8%	-3%	-3%	-4%
Nashville	5%	-1%	0%	7%	8%	8%	6%	10%	5%	8%	-4%	-12%	3%	0%	10%
Raleigh	5%	2%	14%	-2%	-10%	-16%	-11%	-9%	-14%	-10%	-8%	-1%	-5%	-5%	2%
Salisbury	0%	5%	14%	14%	-3%	-2%	5%	2%	0%	0%	-16%	-17%	-1%	0%	-3%
Seneca	-14%	-19%	-13%	2%	8%	2%	3%	-3%	5%	1%	-21%	-9%	-6%	-2%	-20%
Smyrna	-10%	-13%	-7%	6%	1%	4%	5%	-8%	-3%	-4%	-12%	-15%	-5%	1%	-24%
Athens	-2%	-2%	8%	5%	-6%	-10%	-8%	-7%	-17%	-18%	-13%	-1%	-5%	-8%	4%
Burnaby	6%	2%	5%	39%	14%	8%	11%	13%	11%	22%	-7%	8%	8%	8%	8%
Carrollton	-5%	-13%	-6%	1%	2%	-3%	-5%	-8%	-10%	-7%	-15%	-11%	-7%	-7%	-7%
Chino	-10%	-16%	-10%	5%	-5%	-6%	-3%	-8%	-17%	-24%	-23%	-16%	-11%	-10%	-12%
Clovis	-3%	-8%	-3%	5%	2%	-1%	-1%	-3%	-7%	-7%	-13%	-10%	-4.3%	-4.5%	-4%
Edmonton	-15%	3%	-11%	0%	-3%	7%	8%	17%	13%	18%	-7%	0%	2%	9%	-19%
El Paso	18%	21%	12%	-8%	-7%	-3%	-9%	-8%	-8%	-12%	-10%	11%	1%	1%	2%
Portland	-5%	-2%	4%	-4%	2%	-3%	3%	-2%	-1%	1%	-7%	-13%	-3%	-2%	-17%
Richmond	-9%	-11%	-10%	-4%	19%	24%	19%	14%	20%	19%	21%	22%	10%	10%	0%
Salt Lake City	-10%	-19%	-11%	-10%	-5%	-5%	-5%	-1%	3%	10%	-5%	-3%	-5%	-8%	1%
Victoria	-13%	14%	-15%	-12%	4%	-6%	-1%	8%	20%	19%	-3%	-4%	-2%	-3%	-2%
	-1%	-21%	-29%	6%	-1%	3%	23%	5%	16%	55%	-20%	-9%	-2%	4%	-12%
	-13%	-5%	-2%	-11%	-8%	-6%	9%	15%	12%	-12%	-12%	-27%	-7%	2%	-28%
	-5%	8%	1%	10%	10%	3%	8%	5%	24%	12%	23%	-1%	6%	5%	7%
	-5%	-12%	-2%	-6%	-12%	-16%	-17%	-19%	0%	5%	18%	5%	-4%	-14%	4%
	4%	-6%	4%	-3%	0%	2%	10%	8%	2%	-5%	-7%	5%	1%	2%	-1%
	-5%	-8%	-6%	-8%	-3%	-3%	-1%	1%	4%	6%	-5%	-3%	-3%	-3%	-2%
	-4%	-7%	-2%	-1%	-1%	-2%	1%	0%	-1%	-1%	-3%	-3%	-2%	-2%	-3%
	-4%	-7%	-2%	-1%	-1%	-2%	2%	0%	-1%	-1%	-4%	-2%	-2%	-2%	-3%
	0%	2%	-1%	-5%	-1%	1%	3%	2%	0%	-1%	-4%	-2%	-1%	0%	-2%
	-2%	-6%	-7%	-1%	-4%	-7%	-3%	-3%	-2%	2%	-2%	-8%	-3%	-3%	-4%

Modeled Performance EnPi Tool Past Tense

Region	Site	Dec-13	'13 vs '12 Baseline		Elec	Gas
South Total		-8%	-3%		-3%	-4%
Southeast	Columbia	-12%	3%		0%	10%
Southeast	Greensboro	-1%	-5%		-5%	2%
Southeast	LaVergne LifeSpace	-17%	-1%		0%	-3%
Southeast	LaVergne PMO	-9%	-6%		-2%	-20%
Southeast	Nashville	-15%	-5%		1%	-24%
Southeast	Raleigh	-1%	-5%		-8%	4%
Southeast	Salisbury	8%	8%		8%	8%
Southeast	Seneca	-11%	-7%		-7%	-7%
Southeast	Smyrna	-16%	-11%		-10%	-12%
Southeast Total		-10%	-4.3%		-4.5%	-4%

Modeled and Project Performance Future Tense

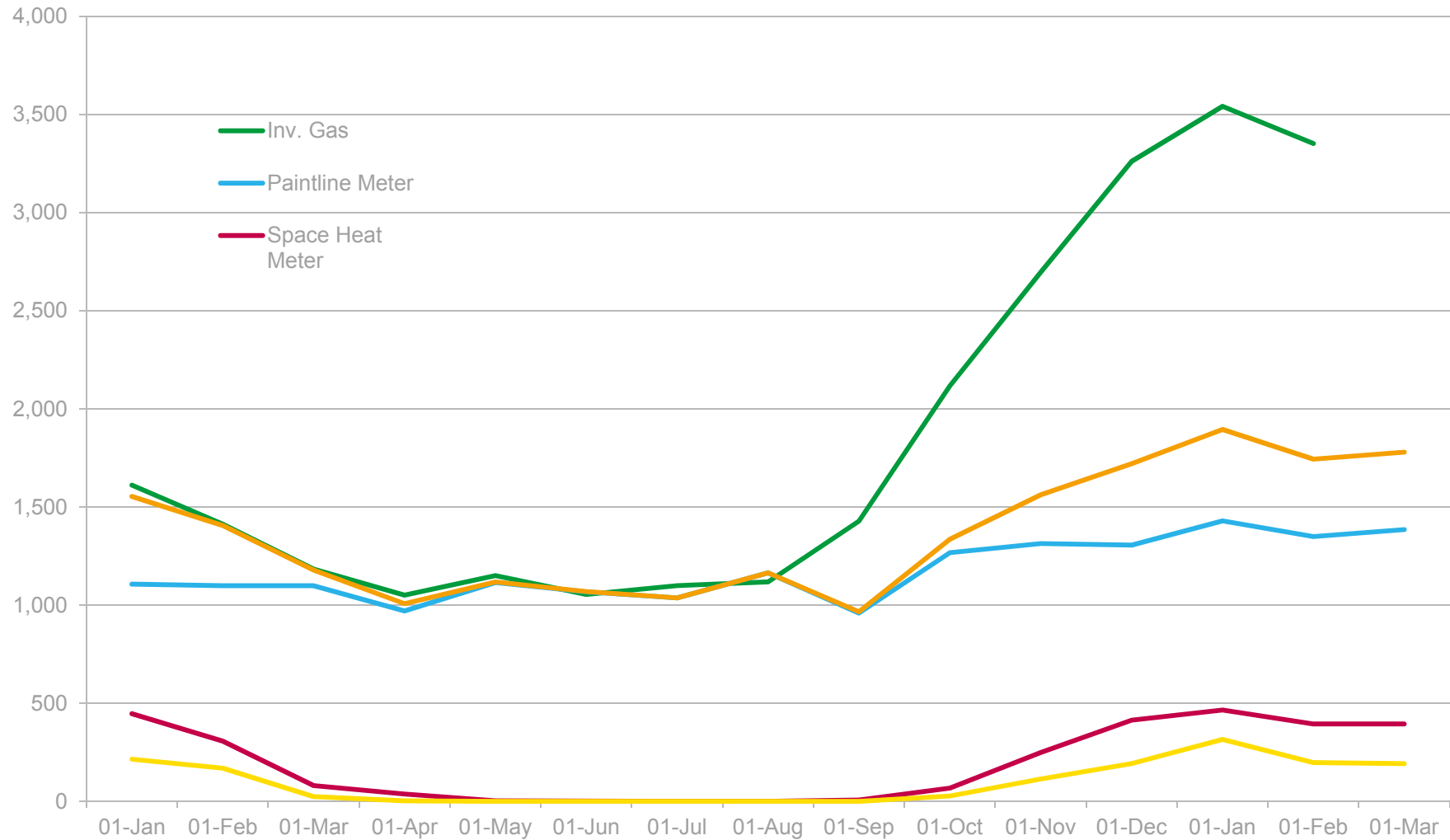
Location	Region	2012				2013				2014				3-year total		
		Projected Savings (kWh)	2011 Total Energy Usage (kWh)	Projected % Difference	Actual % Difference (Model)	Projected Savings (kWh)	2012 Total Energy Usage (kWh)	Projected % Difference	Actual % Difference (Model)	Projected Savings (kWh)	2013 Total Energy Usage (kWh)	Projected % Difference	Actual % Difference (Model)	Projected Savings (kWh)	% Diff. vs. 2011	
Cedar Rapids	Central 1	283	283	-2.1%	-2.5%	354,266	12,801,926	-2.8%	-2.9%	548,348	13,061,985	-4.2%	-7.0%	1,187,706	-8.8%	
Des Plaines	Central 1	370	370	-9.8%	-10.6%	-	5,801,735	-2.5%	2.8%	-	7,027,424	0.0%	-20.0%	-	-12.1%	
Lincoln	Central 1	925	925	-2.8%	-1.4%	1,562,751	24,867,561	-6.3%	-3.4%	264,540	25,875,101	-1.0%	-7.7%	2,529,664	-10.0%	
Missouri	Central 1	461	461	-2.3%	-8.5%	-	6,001,692	-2.5%	-9.7%	214,468	5,186,295	-4.1%	-8.0%	-	-7.1%	
Palatine	Central 1	412	412	-2.1%	-17.3%	-	2,674,738	-11.2%	2.2%	85,543	3,086,086	-2.8%	10.0%	-	-14.8%	
Rockford	Central 1	854	854	-1.6%	-14.9%	1,174,458	15,339,182	-7.7%	-6.1%	578,727	15,326,060	-3.8%	-19.4%	2,052,263	-11.0%	
St. Louis	Central 1	756	756	-9.2%	-16.7%	-	1,346,677	-1.3%	-15.7%	104,310	1,197,925	-8.7%	-2.7%	-	-16.5%	
St. Louis SETC	Central 1	157	157	-7.4%	-	-	7,502,771	-2.6%	-	-	7,359,607	-0.1%	-	-	-10.1%	
Central 1 Total		2,617	2,617	-3.4%	-7.3%	3,897,369	76,336,281	-5.1%	-3.8%	1,801,232	78,119,982	-2.3%	-11.4%	8,571,373	-10.2%	
Dayton	Central 2	799	799	0.0%	7.6%	-	1,455,126	0.0%	1.1%	94,541	1,504,000	-6.3%	18.0%	-	-6.8%	
Fishers	Central 2	056	056	-17.3%	-6.8%	-	1,524,550	-21.7%	-4.8%	-	1,702,316	-0.2%	-2.3%	-	-37.0%	
Huntington	Central 2	219	219	-7.4%	-6.1%	-	3,038,067	-3.3%	-1.0%	15,088	2,919,059	0.5%	2.0%	-	-10.9%	
Lexington	Central 2	261	261	-2.7%	-7.6%	-	38,689,589	-0.9%	-1.0%	3,813,085	40,005,869	-9.5%	-5.6%	5,215,431	-13.3%	
Oxford	Central 2	149	149	-2.9%	0.7%	-	14,919,691	-2.8%	2.0%	1,465,059	16,413,543	-8.9%	-11.1%	2,305,196	-15.8%	
Peru	Central 2	327	327	-3.0%	1.8%	-	14,966,065	-2.8%	8.5%	308,353	16,780,919	-1.8%	-6.2%	1,183,236	-7.8%	
West Chester	Central 2	011	011	0.0%	-9.5%	-	1,578,220	-4.7%	-1.8%	126,833	1,692,409	-7.5%	-9.5%	-	-11.5%	
Central 2 Total		2,482	2,482	-3.2%	-4.0%	1,682,430	76,171,307	-2.2%	1.4%	5,826,691	78,002,418	-7.2%	-6.4%	9,984,444	-12.9%	
Billerica	Northeast	381	381	0.0%	9.5%	-	1,412,415	0.0%	13.0%	-	1,783,196	0.0%	-2.2%	-	0.0%	
Brossard	Northeast	582	582	-4.4%	-17.8%	-	1,243,336	-1.8%	-2.3%	-	1,286,026	0.0%	-2.2%	-	-5.9%	
Leesport	Northeast	125	125	-2.0%	-2.4%	-	9,168,030	-5.1%	-4.7%	69,993	9,294,301	0.8%	0.0%	-	-7.4%	
Marlborough	Northeast	114	114	0.0%	6.5%	-	255,354	0.0%	0.5%	-	254,242	0.0%	-3.3%	-	0.0%	
McLaughlin	Northeast	747	747	-2.1%	-	-	2,046,468	-16.3%	-7.6%	45,553	2,133,198	-2.1%	-1.6%	-	-24.1%	
Mechanicsburg	Northeast	534	534	-2.7%	-0.1%	-	2,951,603	-6.4%	-3.5%	121,752	3,355,742	-3.6%	-13.8%	-	-11.9%	
Middletown	Northeast	277	277	-2.4%	-2.5%	-	3,998,669	0.8%	0.0%	61,435	4,555,947	-7.0%	-7.6%	-	-9.5%	
North Andover	Northeast	109	109	-2.9%	0.5%	-	7,752,229	-1.3%	-4.6%	-	4,427,470	0.0%	-1.2%	-	-4.2%	
West Kingston	Northeast	362	362	-11.7%	-16.7%	-	7,774,147	-3.3%	1.4%	669,243	8,295,827	-8.1%	-6.8%	2,021,955	-21.5%	
Northeast Total		1,823	1,823	-4.6%	-5.4%	1,402,072	36,602,252	-3.8%	-1.9%	1,223,977	38,426,323	-3.5%	-4.9%	4,482,739	-11.0%	
Centro Logistico	South	505	505	-13.1%	-14.6%	-	493,366	-10.9%	-9.4%	23,211	447,195	-5.2%	-12.5%	-	-26.5%	
Monterrey P2	South	374	374	-0.8%	-6.2%	-	3,654,149	-16.0%	-3.2%	187,002	3,901,010	-3.5%	3.4%	-	-20.4%	
Monterrey P3	South	290	290	-1.2%	-4.1%	-	6,908,853	-2.2%	-8.7%	196,297	5,398,930	-3.6%	-1.8%	-	-6.2%	
Monterrey P4	South	024	024	-0.2%	-3.9%	-	2,159,930	-5.5%	-17.2%	180,879	2,007,397	-6.5%	-24.3%	-	-13.0%	
Monterrey P5	South	138	138	-3.4%	-13.5%	-	2,633,762	-4.1%	-1.4%	452,190	2,895,154	-15.6%	12.6%	-	-12.5%	
Pacifico	South	608	608	-6.0%	-7.1%	-	4,709,721	-1.4%	-1.4%	81,097	5,091,541	-1.6%	-4.1%	-	-9.1%	
Rojo Gomez	South	164	164	-7.2%	-7.9%	-	18,286,878	-1.9%	-6.7%	35,585,349	224,705	19,834,945	-1.1%	-19.8%	1,085,850	-15.2%
Tlaxcala	South	942	942	-8.5%	-13.7%	-	7,685,753	-5.9%	6.5%	82,055	7,986,787	-1.0%	8.4%	1,225,935	-15.1%	
South Total		1,804	1,804	-4.8%	-8.5%	1,886,318	46,532,413	-4.1%	-3.5%	1,327,437	48,179,360	-2.8%	-8.3%	5,106,593	-13.0%	
Columbia	Southeast	517	517	-7.9%	-5.5%	-	12,867,554	-6.5%	3.2%	970,597	13,571,923	-7.2%	-12.7%	2,875,793	-21.1%	
Greensboro	Southeast	886	886	-0.5%	-3.0%	-	1,486,695	-7.7%	-4.6%	57,477	1,534,710	-3.7%	-8.1%	-	-11.5%	
LaVergne LifeSpace	Southeast	744	744	-0.1%	-3.1%	-	775,063	0.0%	0.8%	-	861,028	0.0%	-10.7%	-	-0.1%	
LaVergne PMO	Southeast	107	107	-0.1%	-16.5%	-	2,394,750	0.0%	-6.1%	-	2,302,164	0.0%	10.8%	-	-0.1%	
Nashville	Southeast	840	840	-1.4%	1.4%	-	1,546,562	0.0%	-5.3%	-	1,587,509	0.0%	-14.1%	-	-1.4%	
Raleigh	Southeast	079	079	-16.7%	-1.4%	-	5,563,471	-2.8%	-5.3%	48,179	5,511,077	-0.9%	-20.3%	1,179,626	-20.2%	
Salisbury	Southeast	991	991	-16.4%	-6.6%	-	1,074,221	-4.0%	8.0%	47,562,360	1,316,392	-0.3%	-6.6%	-	-20.2%	
Seneca	Southeast	193	193	-11.8%	-11.0%	-	15,172,337	-5.9%	-7.0%	619,689	14,957,818	-4.1%	-15.6%	3,581,390	-20.4%	
Smyrna	Southeast	729	729	-26.0%	-25.7%	-	8,802,758	-4.7%	-11.2%	1,058,459	8,007,993	-13.2%	-15.8%	3,980,222	-41.2%	
Southeast Total		6,887	6,887	-12.5%	-9.1%	2,456,391	49,683,411	-4.9%	-4.3%	2,758,515	50,500,913	-5.6%	-13.7%	12,076,090	-22.1%	
Athens	West	550	550	-3.4%	-12.2%	-	1,487,982	0.1%	1.7%	25,818	1,783,165	-1.4%	22.5%	-	-4.7%	
Burnaby	West	439	439	0.0%	11.3%	-	5,334,828	0.0%	1.4%	-	5,428,288	0.0%	-7.7%	-	0.0%	
Carrollton	West	644	644	-2.9%	2.1%	-	1,796,837	-0.6%	-2.6%	-	1,798,211	0.5%	0.6%	-	-3.9%	
Chino	West	102	102	-0.1%	-10.3%	-	1,230,512	0.3%	10.2%	-	1,356,087	0.0%	1.2%	-	-0.4%	
Clovis	West	351	351	-5.6%	-6.6%	-	23,978,802	-3.4%	-5.1%	145,063	21,889,838	0.7%	6.0%	2,436,174	-9.3%	
Costa Mesa	West	764	764	-0.4%	-	-	5,490,573	-0.1%	-	1,999,699	7,387,627	-26.1%	-	1,964,862	-29.1%	
Edmonton	West	514	514	-0.7%	-	-	1,094,510	-0.2%	-2.4%	49,500,913	1,162,618	0.0%	1.9%	-	-0.9%	
El Paso	West	461	461	-2.1%	-1.8%	-	1,541,448	-1.2%	-1.9%	66,011	1,855,867	-3.0%	1.0%	-	-6.5%	
Portland	West	388	388	0.0%	2.7%	-	3,260,225	0.0%	-6.6%	-	3,505,897	0.0%	-9.0%	-	0.0%	
Richmond	West	828	828	-12.0%	-14.6%	-	775,982	-3.5%	6.1%	-	841,328	0.0%	1.2%	-	-15.2%	
Salt Lake City	West	028	028	0.0%	-15.2%	-	1,120,073	0.0%	-3.5%	-	1,371,528	0.0%	2.4%	-	0.0%	
Victoria	West	343	343	-20.8%	-39.9%	-	2,612,327	0.0%	1.2%	-	2,637,989	0.0%	-9.0%	-	-20.8%	
West Total		2,610	2,610	-4.7%	-7.5%	12,217,762	49,724,099	-1.8%	-2.8%	2,165,123	51,018,044	-4.2%	1.9%	5,694,931	-10.2%	
Grand Total		18,512	18,512	-5.3%	-7.1%	12,217,762	335,049,764	-3.6%	-2.2%	15,102,974	42,755,663	-4.4%	-7.7%	45,916,171	-13.1%	

Modeled and Project Performance Future Tense

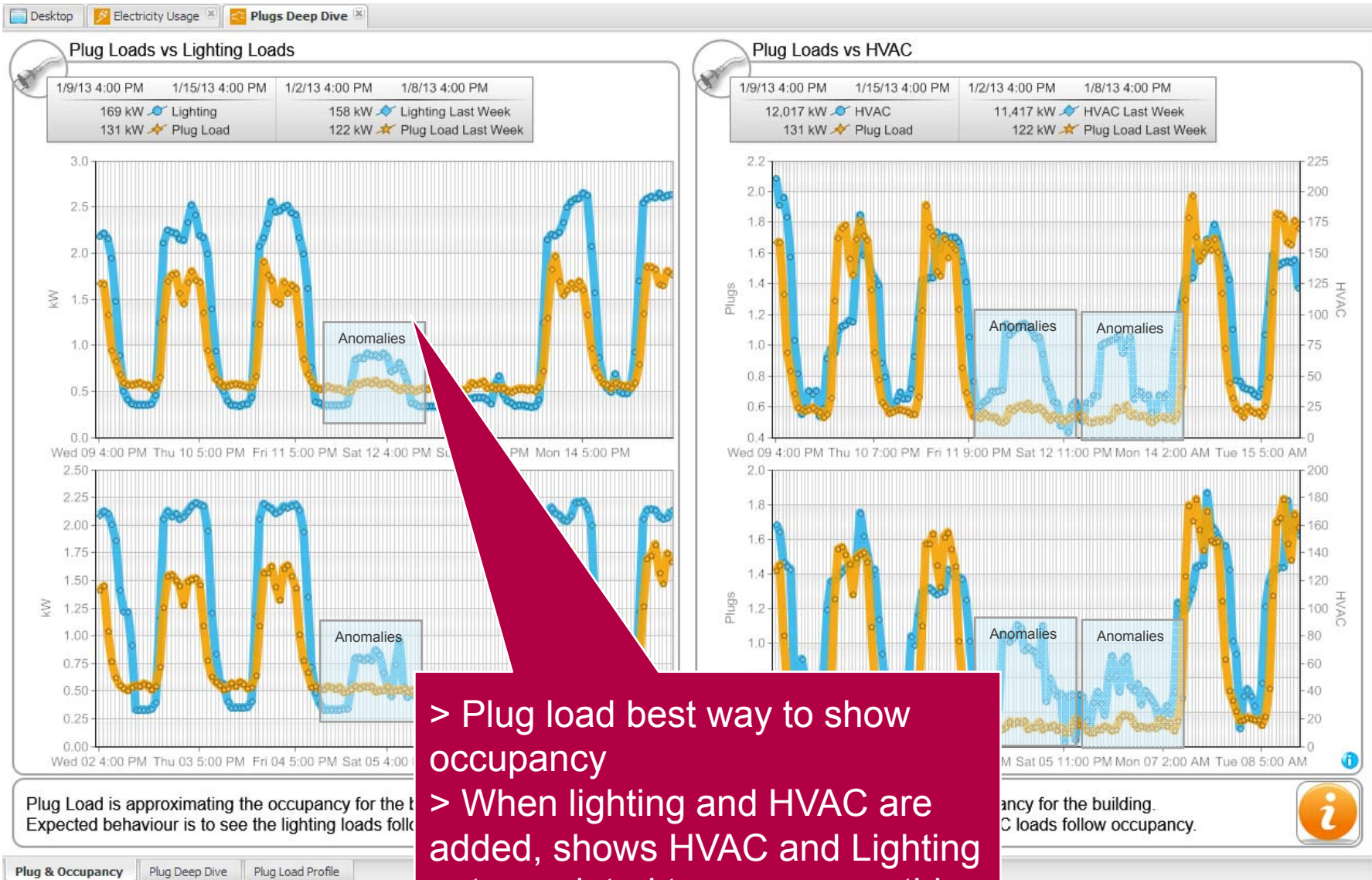
		2012				2013				2014				3-year total	
Location	Region	Projected Savings (kWh)	2011 Total Energy Usage (kWh)	Projected % Difference	Actual % Difference (Model)	Projected Savings (kWh)	2012 Total Energy Usage (kWh)	Projected % Difference	Actual % Difference (Model)	Projected Savings (kWh)	2013 Total Energy Usage (kWh)	Projected % Difference	Actual % Difference (Model)	Projected Savings (kWh)	% Diff. vs. 2011
Columbia	Southeast	1,073,765	649,517	-7.9%	-5.5%		12,867,554	-6.5%	3.2%	970,597	13,571,923	-7.2%	-12.7%	2,875,793	-21.1%
Greensboro	Southeast		559,886	-0.5%	-3.0%		1,486,695	-7.7%	-4.6%	57,477	1,534,710	-3.7%	-8.1%		-11.5%
LaVergne LifeSpace	Southeast		737,744	-0.1%	-3.1%	-	775,063	0.0%	0.8%	-	861,028	0.0%	-10.7%		-0.1%
LaVergne PMO	Southeast		950,107	-0.1%	-16.5%	-	2,394,750	0.0%	-6.1%	-	2,302,164	0.0%	10.8%		-0.1%
Nashville	Southeast		575,840	-1.4%	1.4%	-	1,546,562	0.0%	-5.3%	-	1,587,509	0.0%	-14.1%		-1.4%
Raleigh	Southeast	974,763	834,079	-16.7%	-1.4%		5,563,471	-2.8%	-5.3%	48,179	5,511,077	-0.9%	-20.3%	1,179,626	-20.2%
Salisbury	Southeast	206,095	252,991	-16.4%	-6.6%		1,074,221	-4.0%	8.0%		1,316,392	-0.3%	-6.6%		-20.2%
Seneca	Southeast	2,064,116	536,193	-11.8%	-11.0%		15,172,337	-5.9%	-7.0%	619,689	14,957,818	-4.1%	-15.6%	3,581,390	-20.4%
Smyrna	Southeast	2,508,783	658,729	-26.0%	-25.7%		8,802,758	-4.7%	-11.2%	1,058,459	8,007,993	-13.2%	-15.8%	3,980,222	-41.2%
Southeast Total		6,861,184	7,555,087	-12.5%	-9.1%	2,456,391	49,683,411	-4.9%	-4.3%	2,758,515		-5.6%	-13.7%	12,076,090	-22.1%
West Total		2,636,626	7,244,409	-4.7%	-7.5%		49,724,099	-1.8%	-2.8%	2,165,123	51,018,044	-4.2%	1.9%	5,694,931	-10.2%
Grand Total		18,595,435	6,188,810	-5.3%	-7.1%	12,217,762	335,049,764	-3.6%	-2.2%	15,102,974	42,755,663	-4.4%	-7.7%	45,916,171	-13.1%

49,650,613

Invoice Analysis – Meter Data vs Invoice Data



Weekend Analysis – Plugs Vs HVAC & Lighting



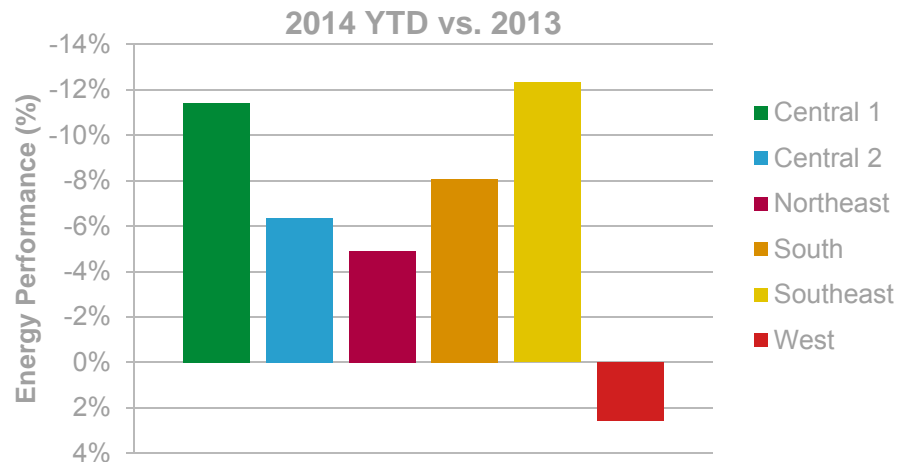
> Plug load best way to show occupancy

> When lighting and HVAC are added, shows HVAC and Lighting not correlated to occupancy, this requires further investigation

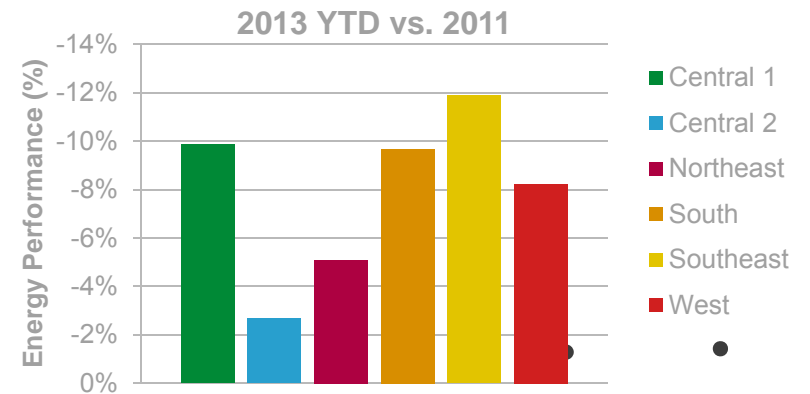
Schneider Electric North America Results

Enterprise wide energy management information system that **aggregates** energy and resource data from **multiple systems** for **reporting** , **analysis** and **communication**

NAM Regional Energy Performance



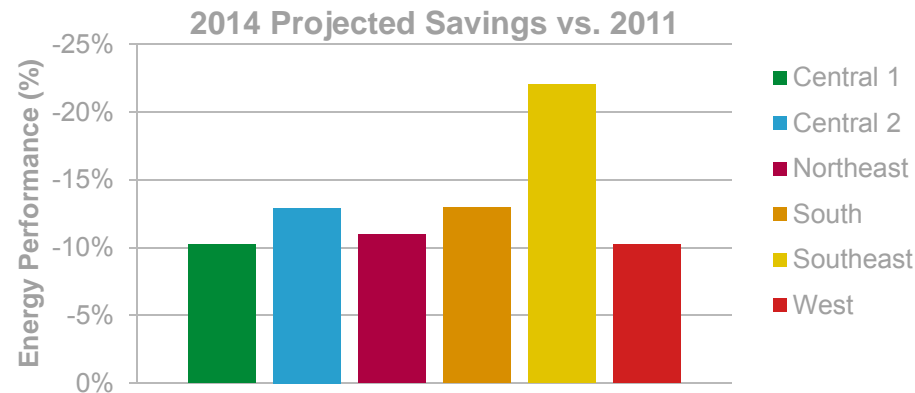
NAM Regional Energy Performance [2013 vs. 2011]



Schneider Electric North America Results

Enterprise wide energy management information system that **aggregates** energy and resource data from **multiple systems** for **reporting** , **analysis** and **communication**

NAM Regional Energy Performance



Schneider Electric North America Results

Enterprise wide energy management information system that **aggregates** energy and resource data from **multiple systems** for **reporting , analysis and communication**

Foundation of Energy Program

Provides Baseline Data For SEP, i.e. Smyrna, TN is performing At a -20% vs the 2011 baseline

Provides data for Better Buildings / Better Plants Schneider Electric performance is 17.8%

Information for Annual Energy Reviews required by ISO50001

Reconciles invoice and utility data

Project planning and predictive tools to anticipate current and future savings. In 2014 we plan about 4.5% savings to bring our three year savings to over 13%

Tool to use with our Management for Capital and Expense Planning

Internal energy savings Reporting. The 55 sites Are at a -7% vs. 2014 and -8% (goal 7%) against our Company program

Internal and External Sustainability Reporting



Energy Operation

Enterprise wide energy management information system that **aggregates** energy and resource data from **multiple systems** for **reporting** , **analysis** and **communication**

The Customer Dilemma



- > Companies are increasingly challenged to aggregate disparate pieces of information in a heterogeneous environment across the entire enterprise
- > Automates the data collection process through the use of an open, scalable and secure **Energy Management Information System**.
- > Collects large volumes of device data from control systems or meters and **enables** analytics to find hidden inefficiency opportunities
- > Serves as a tool to **communicate the results and performance** in a meaningful manner for a shared understanding across your organization

Schneider Electric understands both sustainability and energy management, and delivers on three parts of a successful program

3. Sustain Results

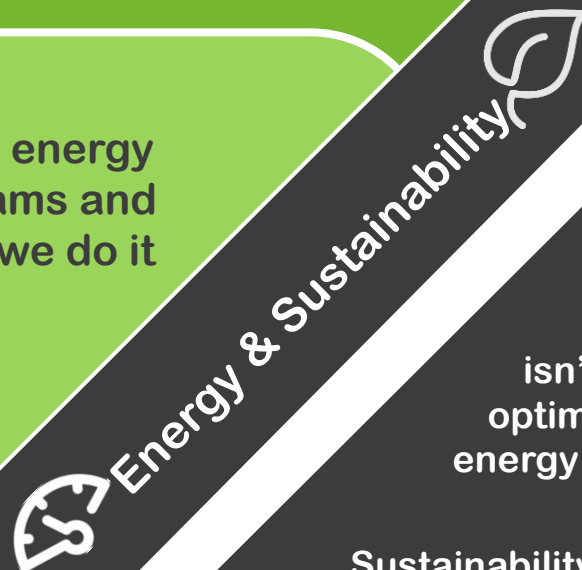
We don't walk away after we deploy a solution, we stay on the project to continuously improve and communicate success.

2. Deliver Efficiency

From delivering sustainability services, energy procurement, demand response programs and reducing your resource consumption - we do it all.

1. Design a Strategy

A strategy ensures projects get buy-in, provides process to measure success, and ensures goals are met.



Maximize Results

An energy plan isn't complete unless it optimizes how you buy energy *and* how you use it

Sustainability measures far more than just energy, and can be a powerful tool to broaden positive perception and long-term impact