

Save Energy Now LEADER Web Conference Project Implementation Seminar Series

3 - Preparing for Project Implementation during an Energy Assessment

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February 10, 2010



Agenda

- Seminar Series Overview
- Recap Seminar # 2
- Steps during an assessment
 - Fred Schoeneborn - ORNL team
 - Ken Roden – Nissan N.A., Inc.
- 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



Actions before assessment

- Set expectations and introduce the scorecard
- Invite your supporters
- Communicate extensively and publicize the “Prize”
- Gather data
- Have logistics in place



Sharing by Saint-Gobain

- Proper Preparation Prevents Poor Performance
- Safety/Metering/Usage/Location/Specs/Drawings
- Goals/Incentives/Funding/Budgets
- Target “low-hanging” fruit
- Engage support & sell ideas



Continue the **BUZZ...**

(Created Before)

During the assessment
to facilitate implementation

Establish a Positive Aura

- Lead with benefits not features
- Show that you are in good company
- Share *Save Energy Now* LEADER Companies' accomplishments
- Set a hurdle rate that management will support

Use Visual “Eye Candy”

- Use motivational posters in the conference room
- Present shirts to participants
- Publicize the “Prize”
- Display available tracking tools



Award Shirts to Participants

- Include the name of the company and plant
- Use the *Save Energy Now* LEADER logo
- Present at midpoint of the assessment
- Make first presentation to the plant manager



Management Struggles

- Why is a project with a less than 12 months payback not already in the budget?
- Where will funding come from?
- Who will get this done?



Caution

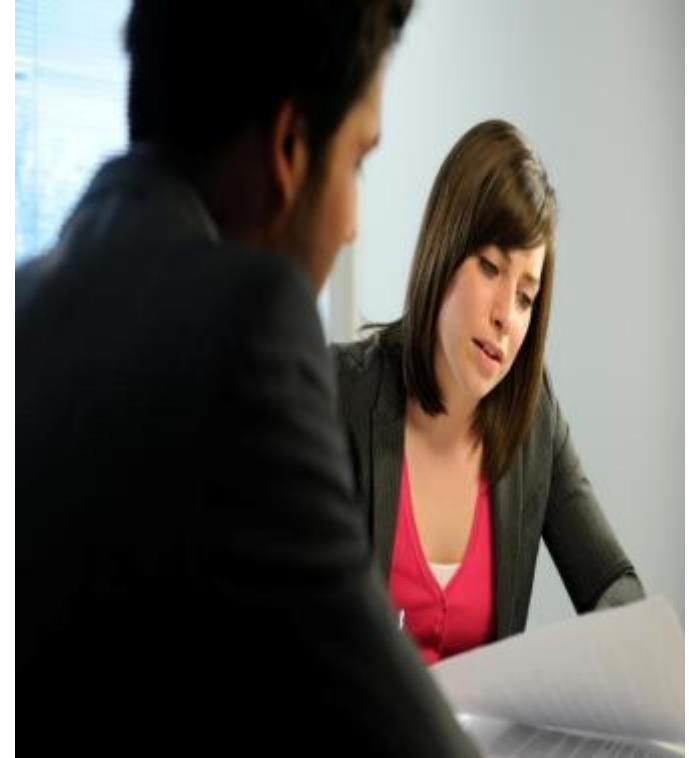
- Do not embarrass the assessment host
- Document negative findings in a discrete fashion
- Do not personally claim credit for findings
- Make sure that management is engaged

Training Opportunities

- Distribute *Save Energy Now* tools before the assessment
- Show how the tools work during the assessment
- Share “Quick-Hit” energy saving items
- Identify other training opportunities

Daily Review Meetings

- Identify projects that do not require capital
- Ask for suggestions that can be implemented **now**
- Solicit feedback on how to implement
- Establish buy-in



Celebrate

- Found implemented projects
- Identified Best Practices
- Knowledgeable staff
- Available funding assistance



“Brass Ring” is Implementation

- At the review sessions track implementation
- Identify the energy system coordinator as the best candidate for implementation accountability
- Flash the scorecard

Implementation Scorecard

Assessment Project Implementation Scorecard						
Key:						
ON TIME		GRACE PERIOD (DAYS)		LATE		
		10				
			STATUS			
Project Description	Subtask	Project Manager	Initial Assessment 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

Funding Opportunities

- Rebates and Incentives
- *Save Energy Now* LEADER Assistance
- Internal Resources
- Performance Contracting

Close-out Meeting

- Assign projects for implementation
- Seek active support from senior management
- Consider a private pre-meeting with management
- Flash project implementation tracking tool



Project Implementation Tracking Tool

Plant	Division	Business	Project Description	Owner	Technology	Annual Savings Estimate	Cost to Implement Estimate	Implementation Status	Funding Status	Project Origination	Electricity Savings (kWh)	Natural Gas Savings (MM Btu)
St. Louis	Glass	Automotive	Reduce Pressure	Paul Owner	Compressed Air	\$10,000	\$5,000	Planned	No Funding Needed	Plant Audit		

Technology	Implementation Status	Funding Status
Boilers	Identified	Not Ready for Funding
Chillers	Being Evaluated	Funding Requested
Compressed Air	Planned	Funding Approved
HVAC	Implemented	Funding Denied
Lighting	On-hold	No Funding Needed
Process	Dropped	
Other		



Champion of Implementation

- Ken Roden
- Nissan North America, Inc.
- Energy team facilitator
- Focus is on Implementation

Implementation during the Assessment

- Educating support teams for implementation
- Establishing and maintaining your team's credibility
- Keeping the team involved
- Management reporting considerations



Educating Support Teams for Implementation

- Cover your expectations and what successful implementation can mean
- Review effective and efficient methods of measuring and tracking performance
- Promote common calculation methodology (energy-saving calculator tools)
- Report collateral benefits such as process productivity, quality and equipment reliability improvements realized when energy efficiency is increased
- Take good notes and photos



Establishing and Maintaining Credibility

- Start with the “low hanging fruit” – consider weekend and between shift projects
- Challenge fixed mindsets - but be careful and know your audience
- Always consider product quality and employee comfort before making changes
- Promote the value of “minimizing waste” versus common cost cutting
- Do quick calculations for realistic savings estimates



Keeping the Team Involved

- Review the overall system loads to ensure effective prioritization
- Ask questions, evaluate and communicate
- Listen and record input and concerns
- Make sure you ask the correct people the correct questions
- Stay focused on your tasks
- Remain upbeat and positive



Reporting to Management

- Visual examples - include photos within the final report
- Relate savings to plant production mindset (equiv. amount of products)
- Report low and no cost projects that were immediately implemented
- Relate energy savings to corporate sustainability goals
- Report findings related to best practice sharing and collaboration activity with other companies and government resources



Now Your
Questions

Next Seminar in the Series

- March 10, 2010
- 2:00 p.m. Eastern
- “Preparing for Project Implementation after an Assessment”
- Guest Speaker from PPG Industries
- 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

