

# *Save Energy Now LEADER Web Conference Project Implementation Seminar Series*

## **4 - Preparing for Project Implementation after an Energy Assessment**

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March 10, 2010



# Agenda

- Seminar Series Overview
- Recap Seminar # 3
- Steps after an assessment  
Fred Schoeneborn - ORNL team  
Jeff Yigdall – PPG Industries
- 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 Participants



# Actions during Assessment

- Continue the “**Buzz**” and the positive aura
- Use visual “**eye candy**”
- Exercise caution & **celebrate** positives
- Provide tools and **training**
- Conduct daily and close-out **meetings**
- Introduce the scorecard & tracking **tools**
- Review **funding** opportunities



# Sharing by Nissan

- **Educating** support teams
- Establishing team **credibility**
- Keeping the **team** involved
- **Reporting** to management



# Now What?

*You identified great opportunities...*



# Pulpit for Implementation

- **Close out meeting** is the single greatest meeting of all stakeholders to make implementation happen
- **Experts** are there to assist in selling
- **Management** can make a real statement
- Euphoria of success is with you - **momentum**



# Implementation Strategy

- Review results with management – get **buy-in**
- **Accept** findings/recommendations/estimates
- **Announce** acceptance of findings formally
- **Praise** the plant participants
- Show the “**Prize**”
- Assign and publicize **accountability**
- **Educate** the staff to facilitate implementation
- Celebrate identified **Best Practices**
- Use easy tracking and reporting **tools**



# Implementation Tactics

Focus on “big ticket” items for impact



Keep score



Report progress to plant management at weekly plant operating meetings

# 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		



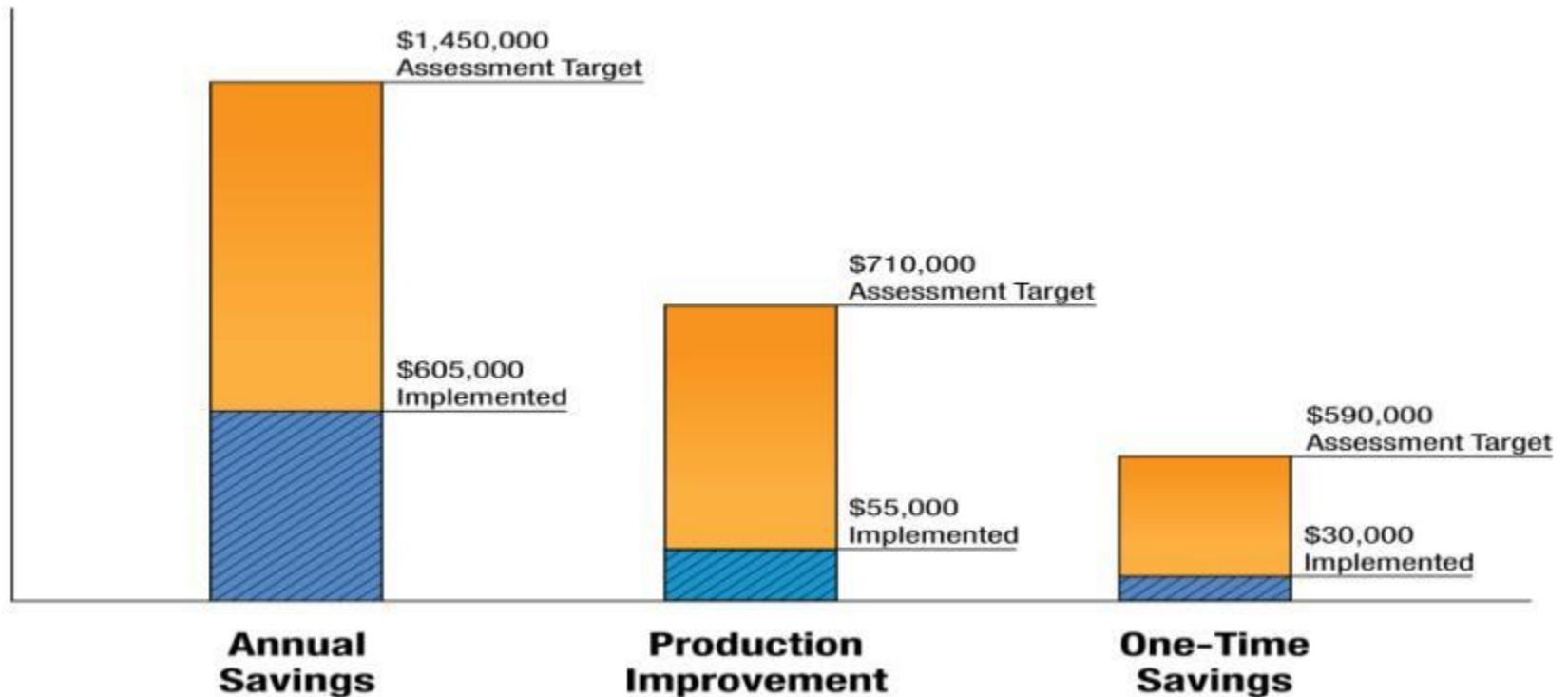
# Project Implementation Scorecard

Key:						
ON TIME		GRACE PERIOD (DAYS) 10		LATE		
			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



# Assessment Thermometer

## ASSESSMENT IMPLEMENTATION RESULTS



# Implementation Aids

- Contact **ORNL - PPC TAM** regarding funding
- Assign an **owner** for each recommended action
- Establish “by-when” **completion dates**



# Champion of Implementation

- Jeff Yigdall
- PPG Industries
- Energy Director
- Focus is on Implementation

*Save Energy Now* LEADER – Seminar Series

# Energy Project Implementation

## Following an Energy Assessment

March 10, 2010

**Jeff Yigdall – PPG Industries**  
Director  
Engineering & International Business  
Chairman  
PPG Energy & Greenhouse Gas Team



## □ What Drives Your Organization?

- For PPG: Productivity Up, Cost Down
- Our Energy Goals are Cost Reduction Goals
  - Reduce energy so long as it reduces cost
- A Practical Definition of Sustainability
  - Safe, Compatible, Affordable, Available
  - Can you keep doing it without causing harm?
- Fit within our Global Corporate Ethics



# Look Ahead – Budget & Capital



## □ In-the-Budget is better than Surprise

### ➤ Budgeted Allocations of Expense & Capital

- Planning ahead makes things much easier
- Expense and Capital Planning is Important
- Energy Project Allocation? Project Category?

## □ Still, Sell a Compelling Project

### ➤ Expense recovered in this budget period

- Utility incentives and tax rebates

### ➤ Tie-in to other Manufacturing Goals

# Grab the “This Year” Paybacks



## Expense Projects don't break the Budget

- Use the assessment for validation, support
- Stress the budget-period payback

## Capital Projects with Short Paybacks

- Understand your Cash-flow Goals
- Tie to Manufacturing and Business Goals

# Capital: Compile The Benefits



## Make This Project a Winner

- Lowers cost of production
- Avoids or lowers Utility demand charges
- Improves environmental performance
- Helps meet productivity goals
- Benefits continue into the future

## Be Direct, Concise, and Confident

- Yes, you need to describe the physical project, but it's the results that count.

# Present the Capital Request



## Capital Project Request Form

- Concise Executive Summary
- Financial Analysis Pre-endorsed by Finance

## Supporting Documents

- Environmental Impact Statement
- Energy Impact Statement
- Energy Assessment Summary
- Utility and Government Incentives

*Now Your*  
***Questions***



# Next Seminar in the Series

- April 14, 2010
- 2:00 p.m. Eastern
- “Assigning Accountability”
- Guest Speaker from DOW
- Please register



# Your Implementation Case Studies

Let us help you **CELEBRATE** the great  
**Accomplishments in Implementation**  
that **YOU** have achieved !!!!

# 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](mailto:lbixby@bcs-hq.com)

