



Vermont
Energy Investment
Corporation

Shake Hands With Your Energy Management Team

ACEEE, Little Rock

Tim Perrin
Greg Baker

Three Questions...



About VEIC



- Non-profit founded in 1986
- Designs, delivers, and evaluates energy efficiency, transportation, and renewable energy programs nationwide
- 300+ employees
- Locations: VT, DC, OH, NJ

www.veic.org



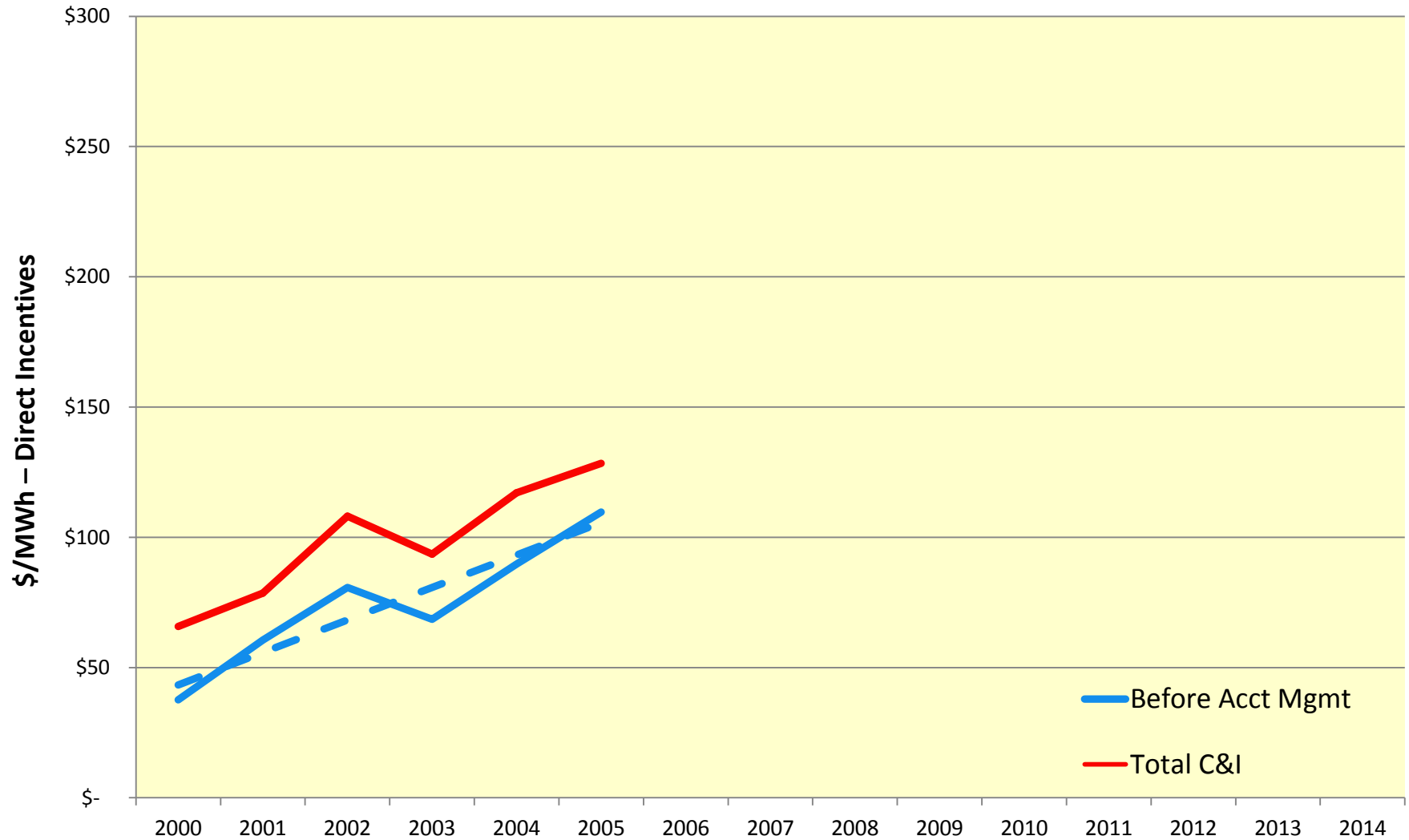
Why Account Managers?

Know Thy
Customer

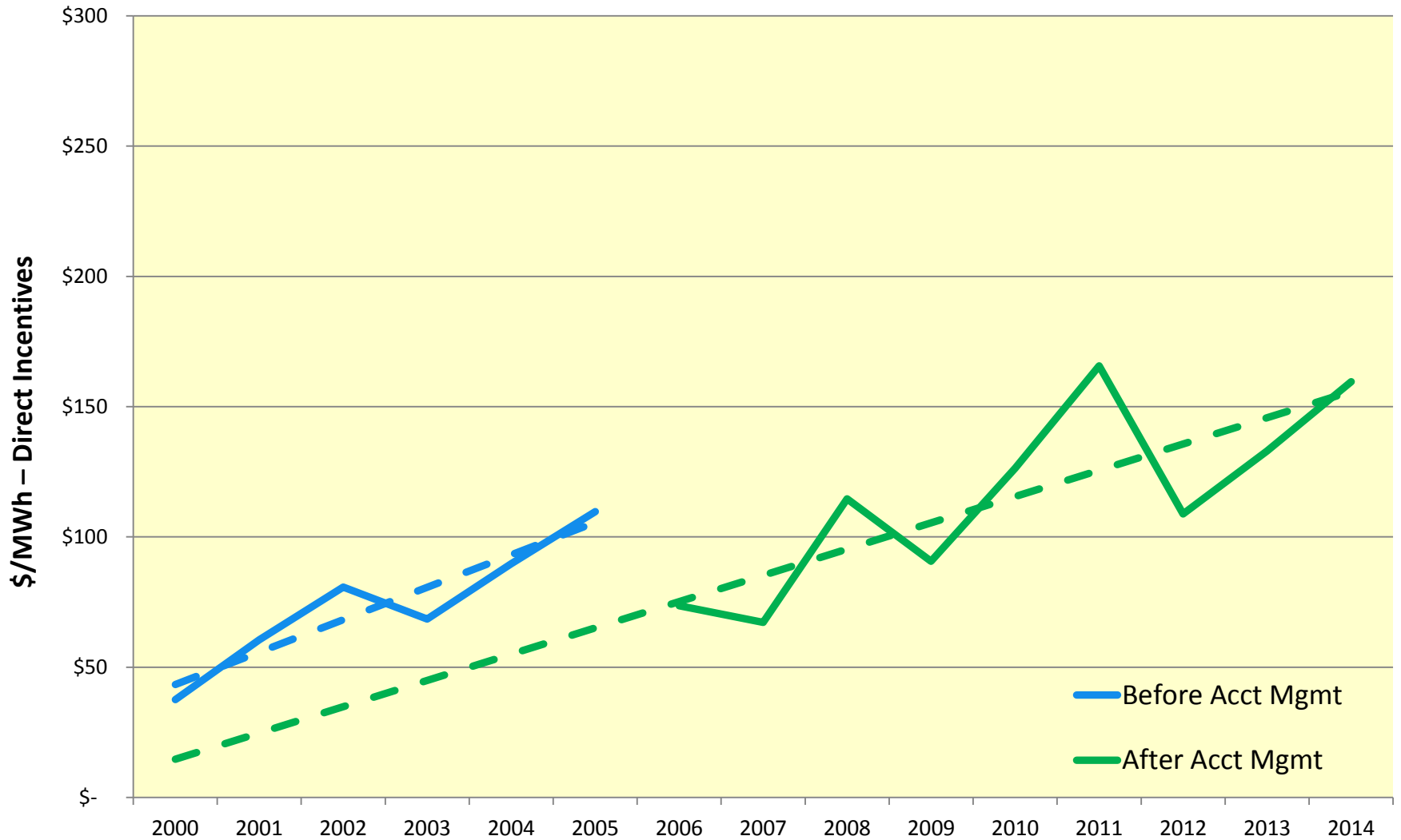
Relationships
Matter

Deliver
Value

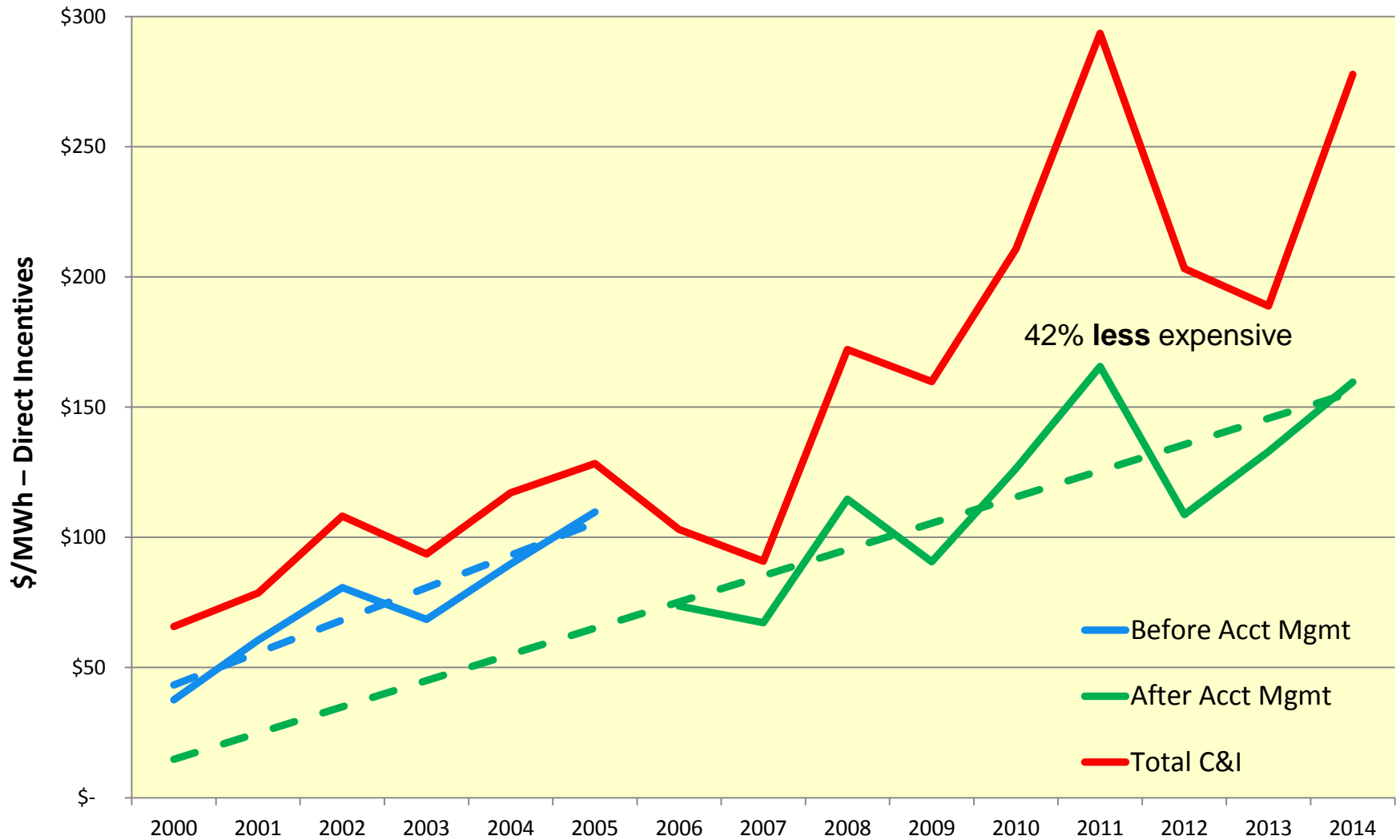
Reduced Acquisition Costs – \$/MWh



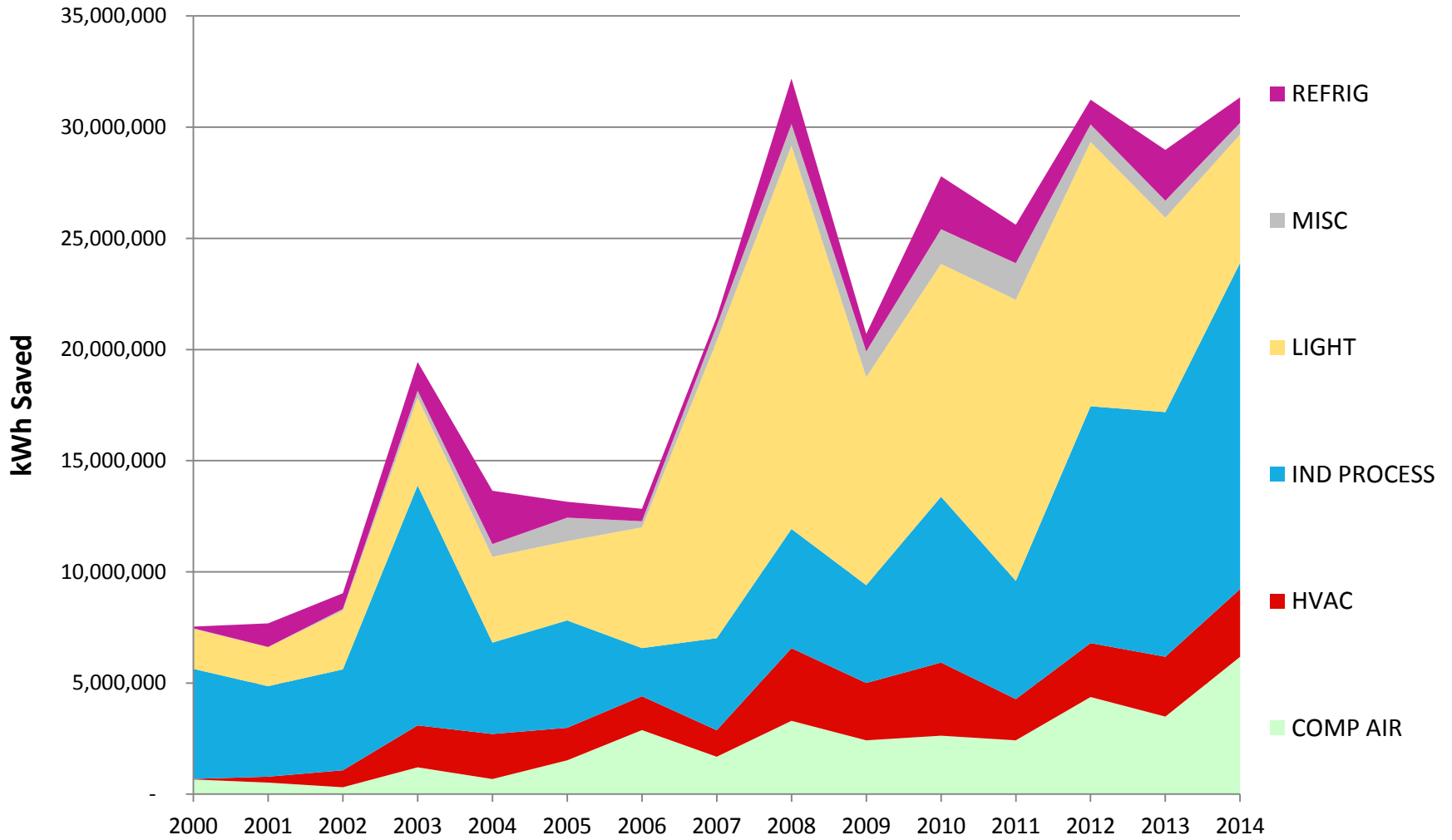
Reduced Acquisition Costs – \$/MWh



Reduced Acquisition Costs – \$/MWh

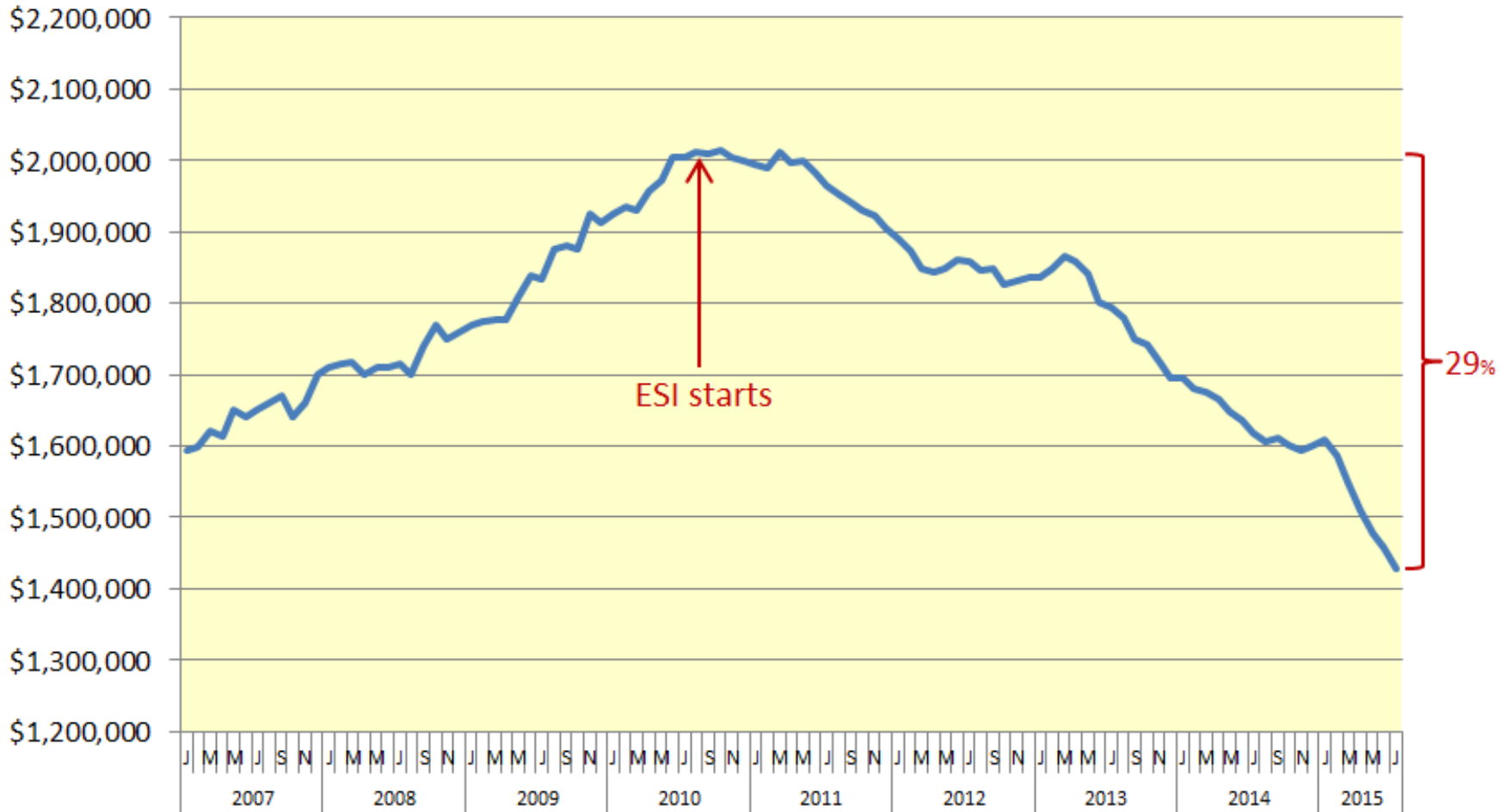


Depth of Savings



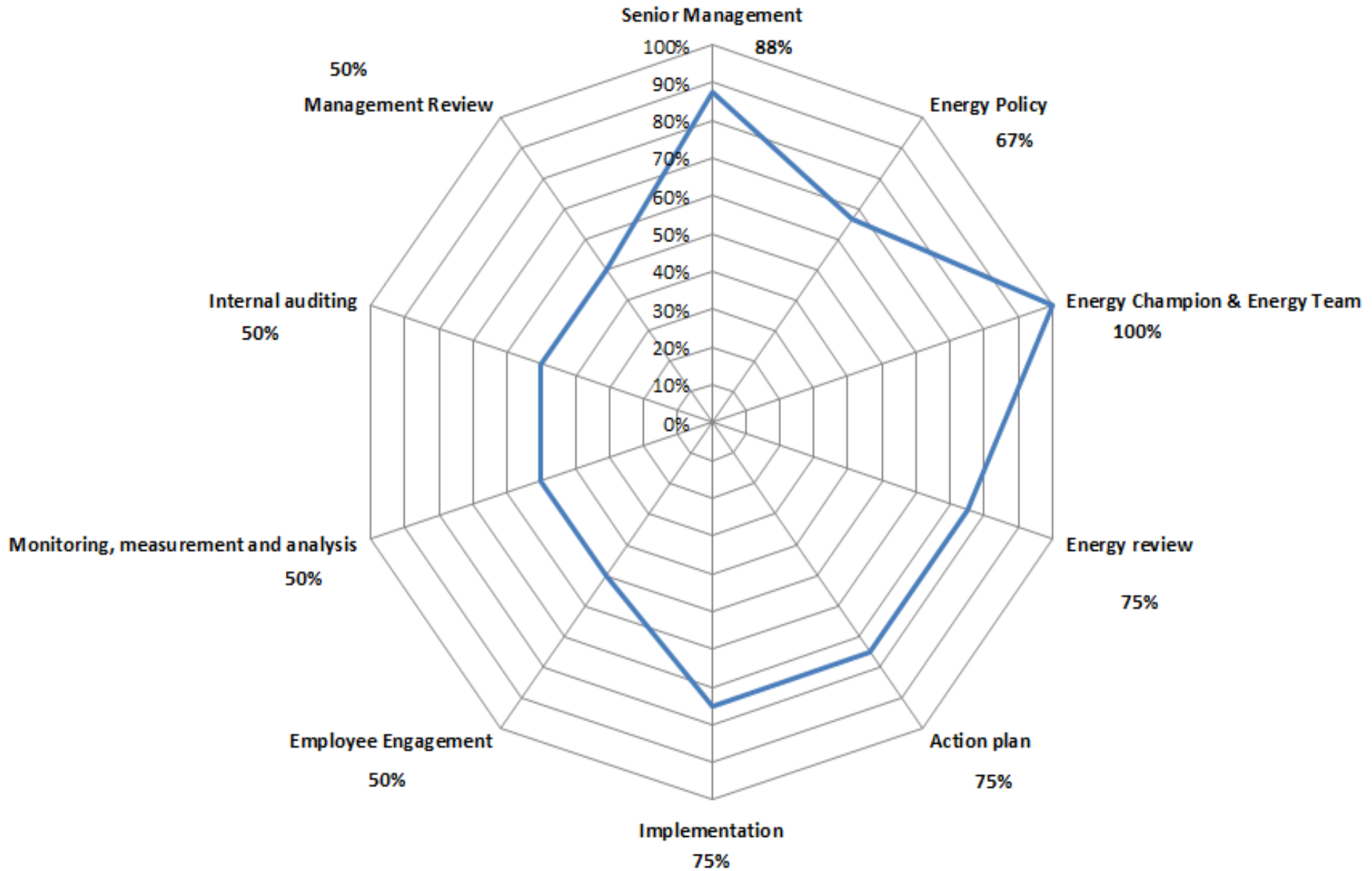
Depth of Savings

Hospital Energy Costs (Rolling 12-month)



Motivating Energy Management





Vermont Manufacturing - Energy Plan (2013-14)

Purpose: To reduce conversion costs, improve operational efficiency, and reduce our environmental impact.

Current: Annual electricity costs (2013): **\$1,878,402** Peak summer demand (2013): **4043 kW**

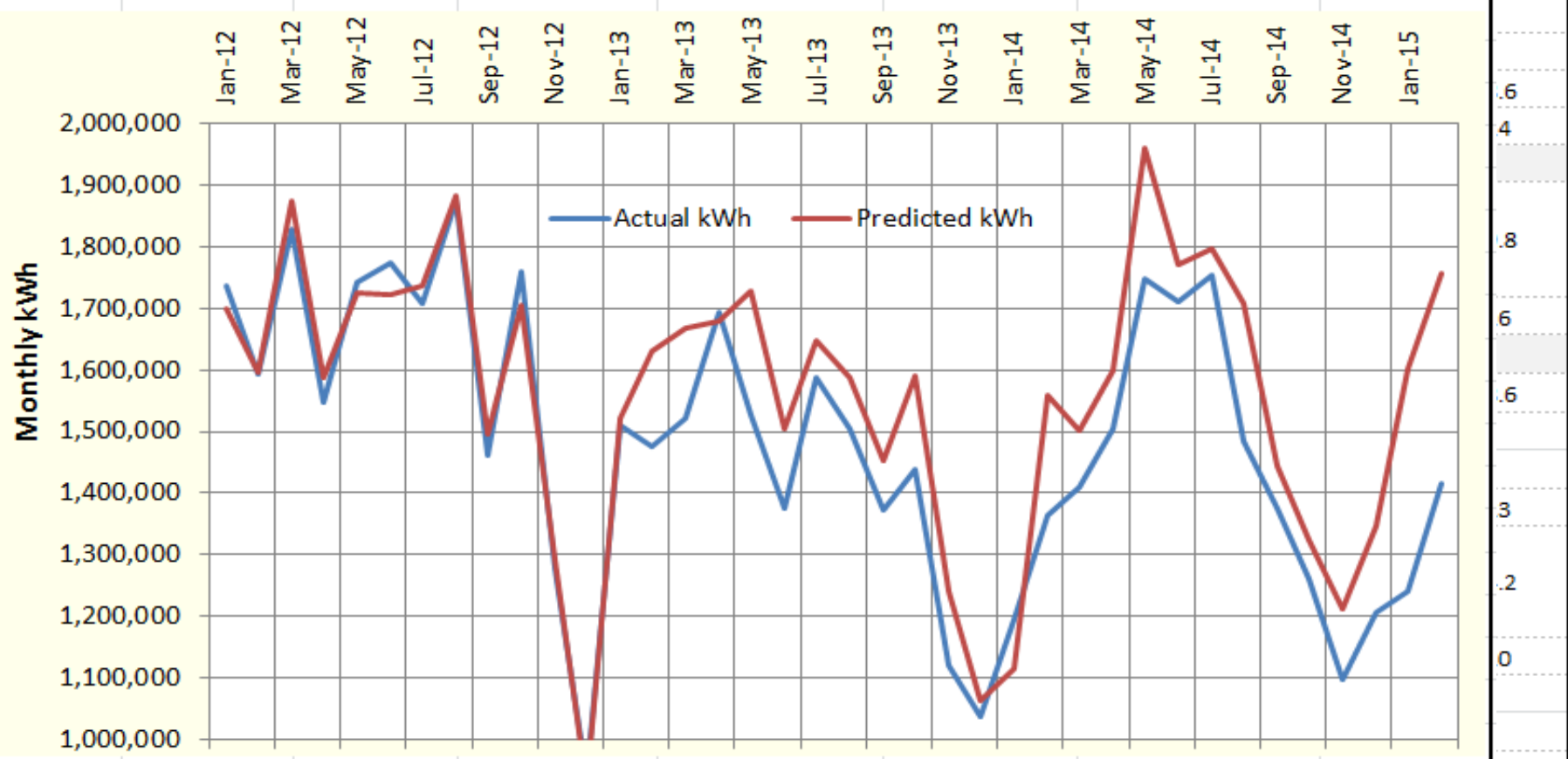
Goals: Achieve 2% reduction in energy costs during 2014 (compared to 2013 base): **\$37,568**

Leverage **\$500,000** in EVT funding to achieve a 5% reduction in peak summer demand: **202 kW**

Team: Contact 1, Jeff Hullstrung (EVT), Contact 2, Contact 3, Tim Perrin (EVT), Contact 5

Action Plan

Variance of Actual Electricity Use from Predictive Model





The
challenge is
to present

VALUE

PEAK DEMAND heat map analysis of AMI Data

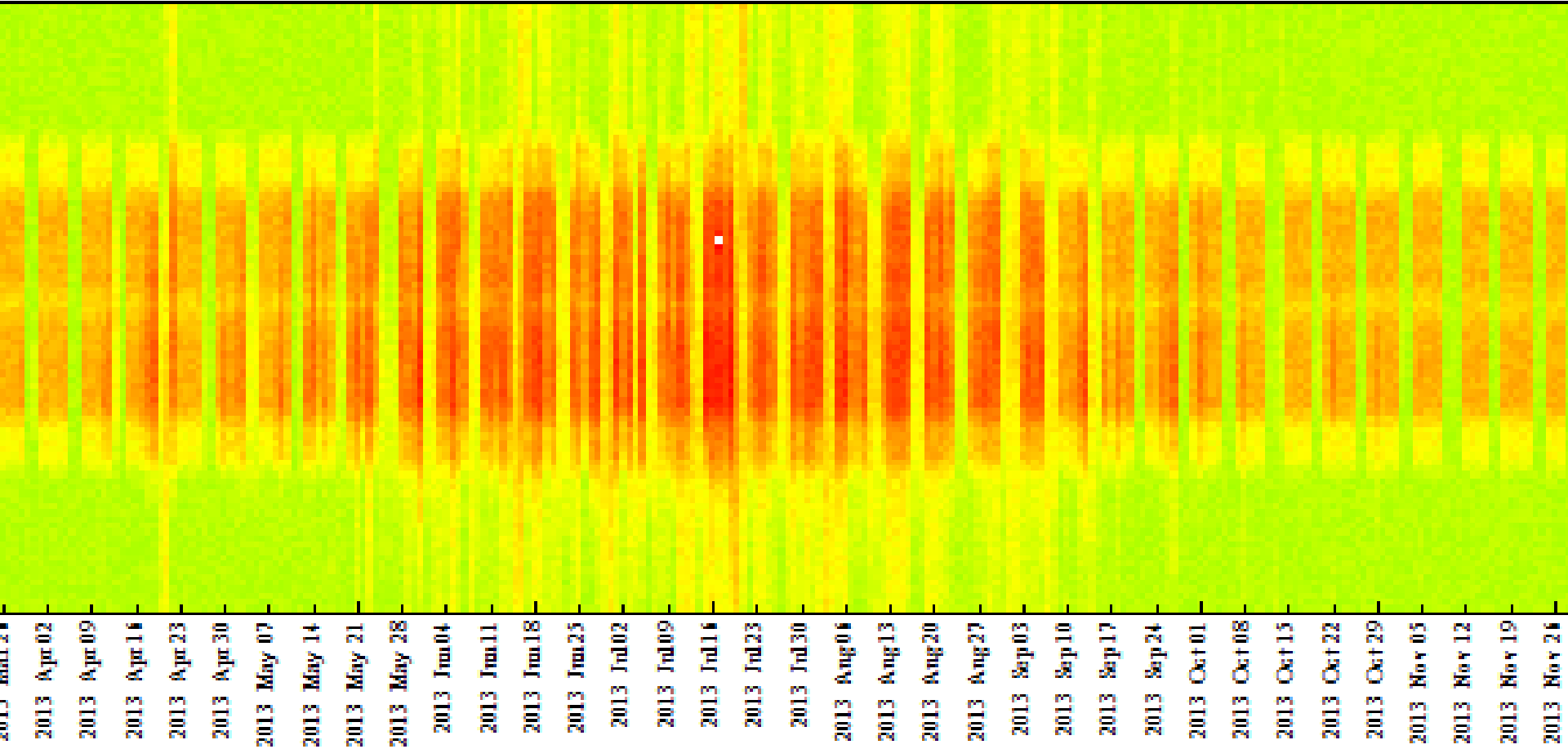
Days

Points

-

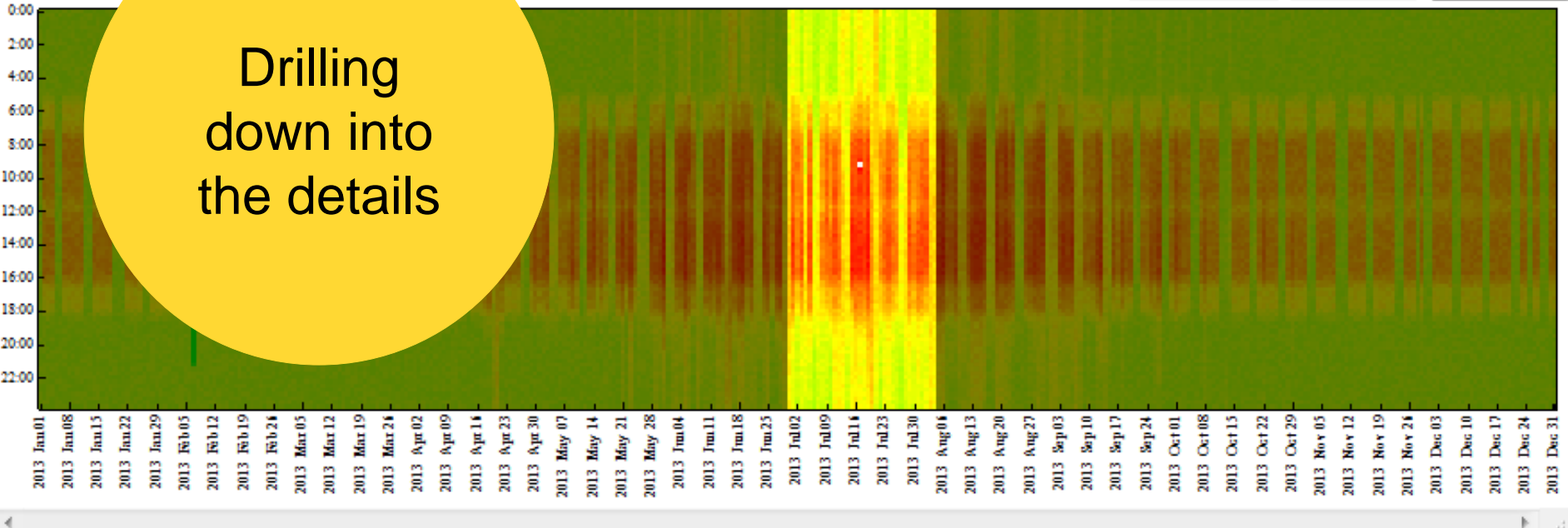
New

+

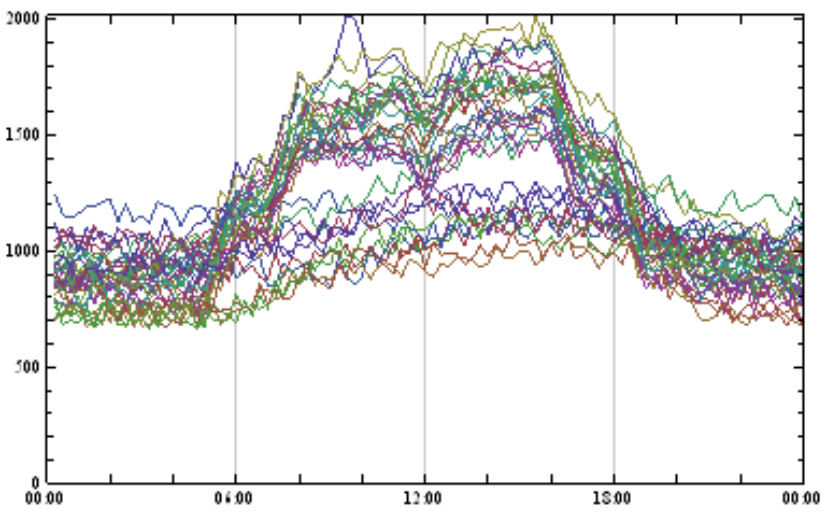


Drilling
down into
the details

Days Points - New + Select All

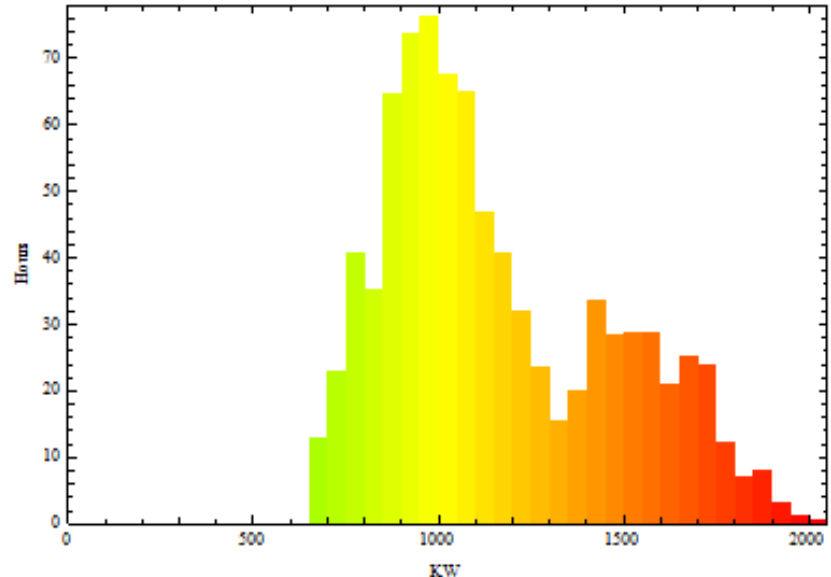


Daily Usage



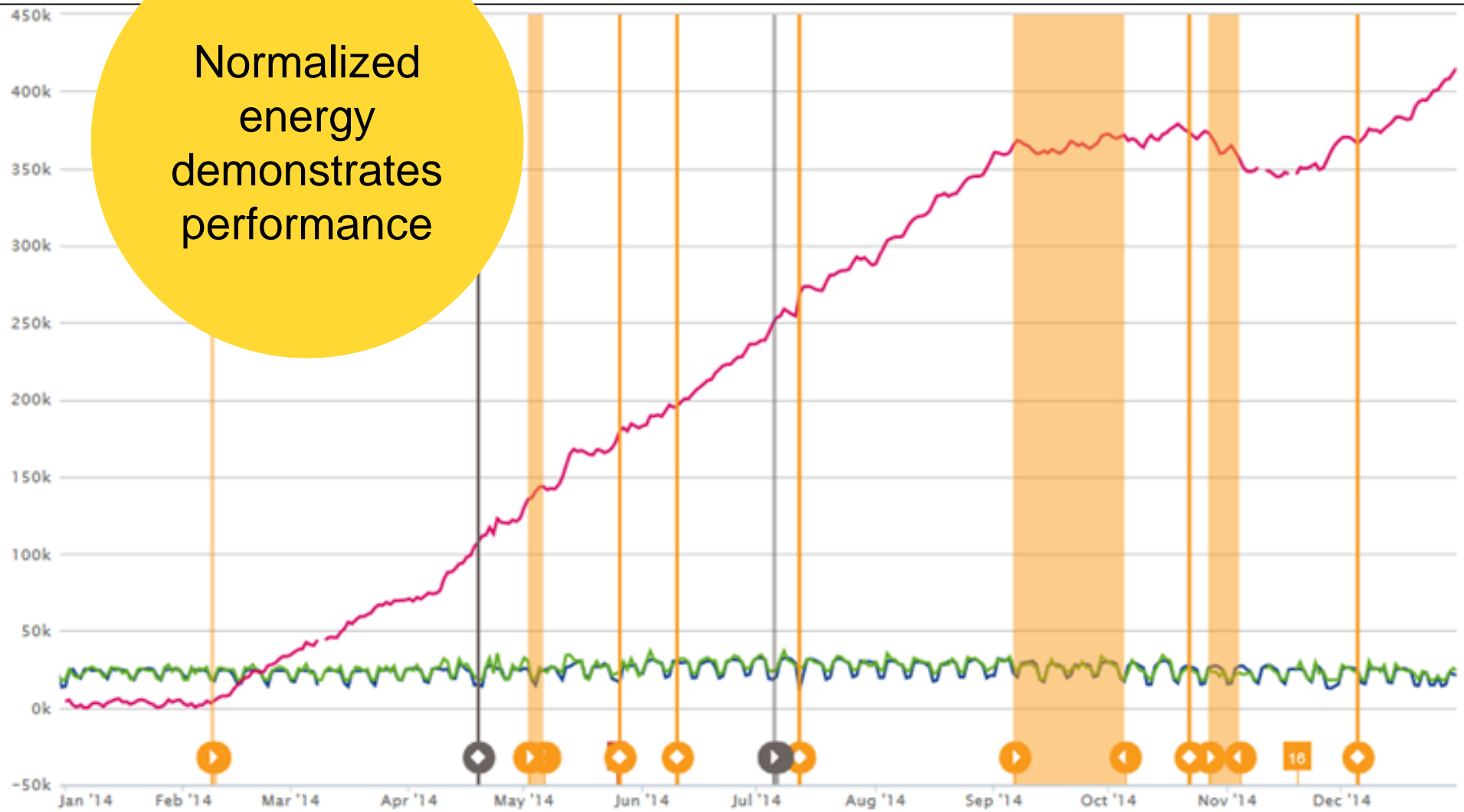
Average Raw Data

KW bins



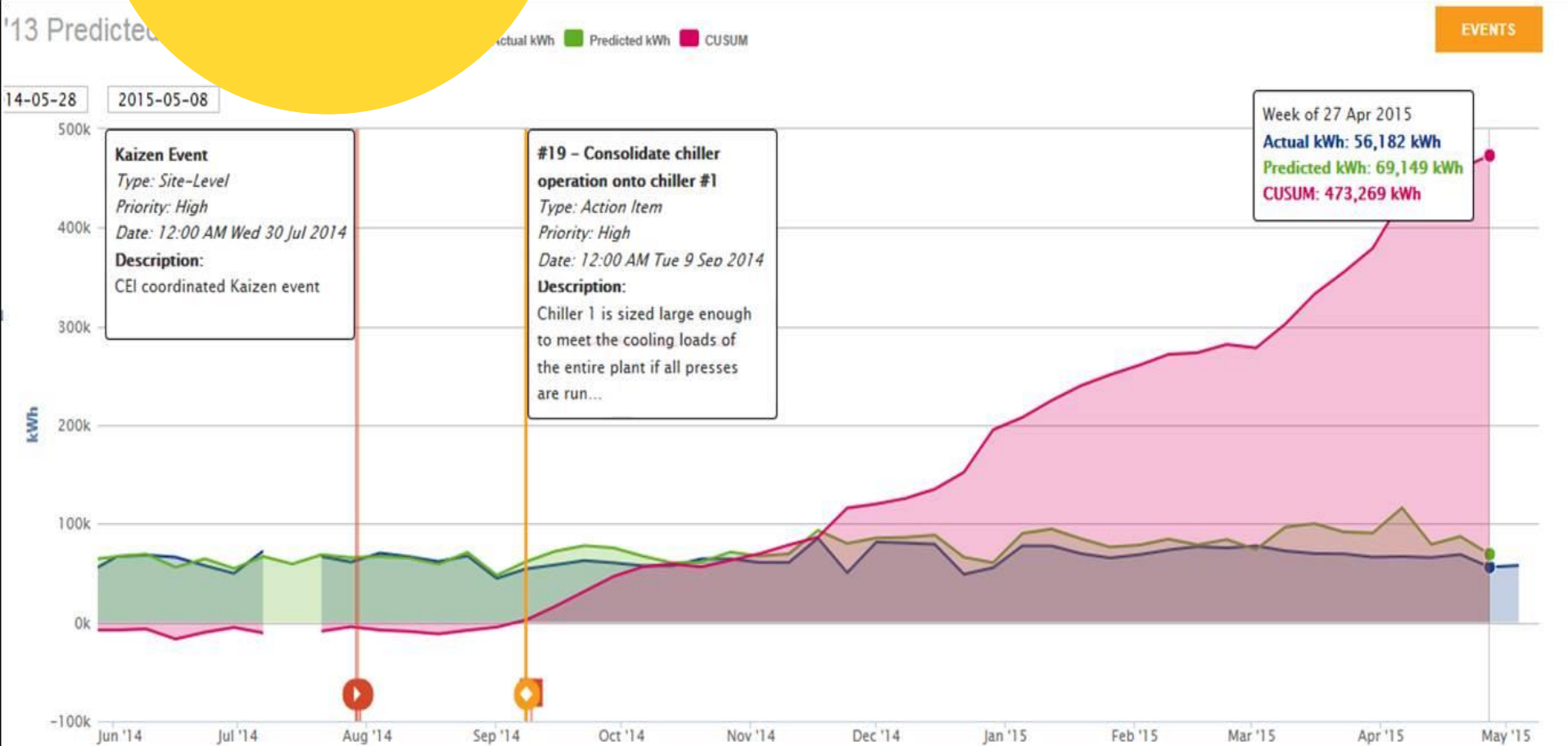
Source file
VIPER Dem
Rate: CVPS
Power Facto
Show Scenar
Peak KW in
Total KWH i
Blended rat
~ What if I
~ What if I

Normalized energy demonstrates performance



Electric Total Electric Model Cumulative Savings

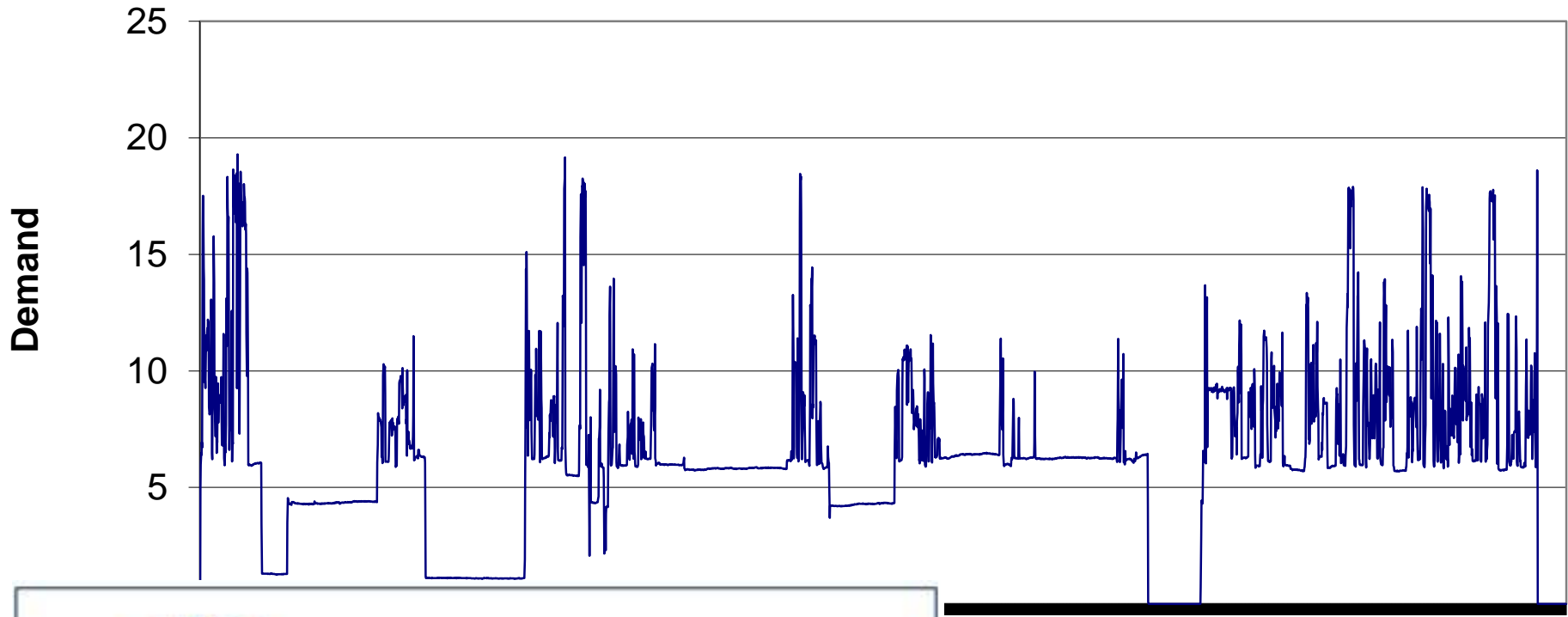
EMIS
connects
actions to
results



Addressing
specific
customer
needs



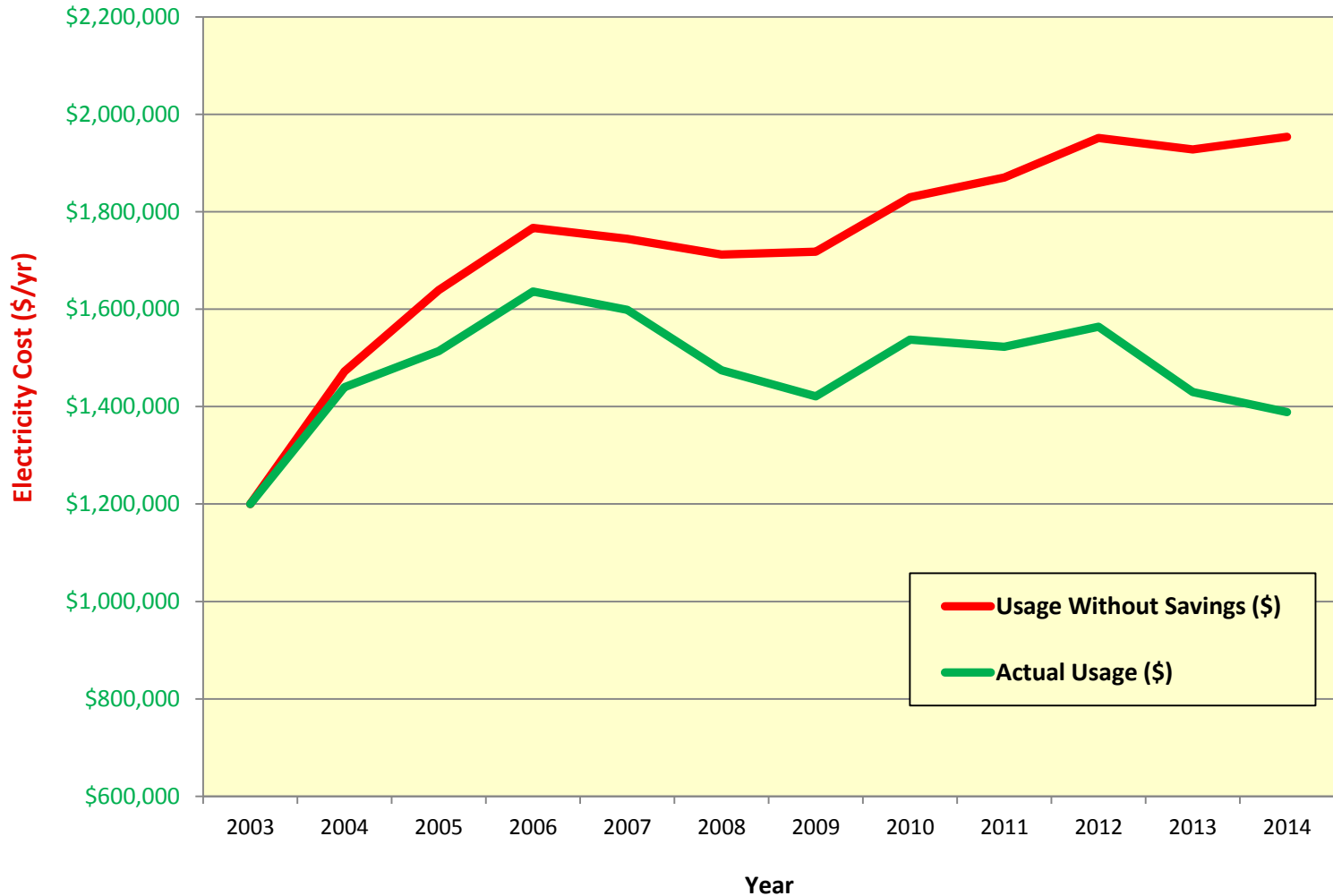
Helping customers understand what their equipment is costing them



E-Stopping this equipment when not in use helps to save more than \$48,000 and 587,000 kWh every year

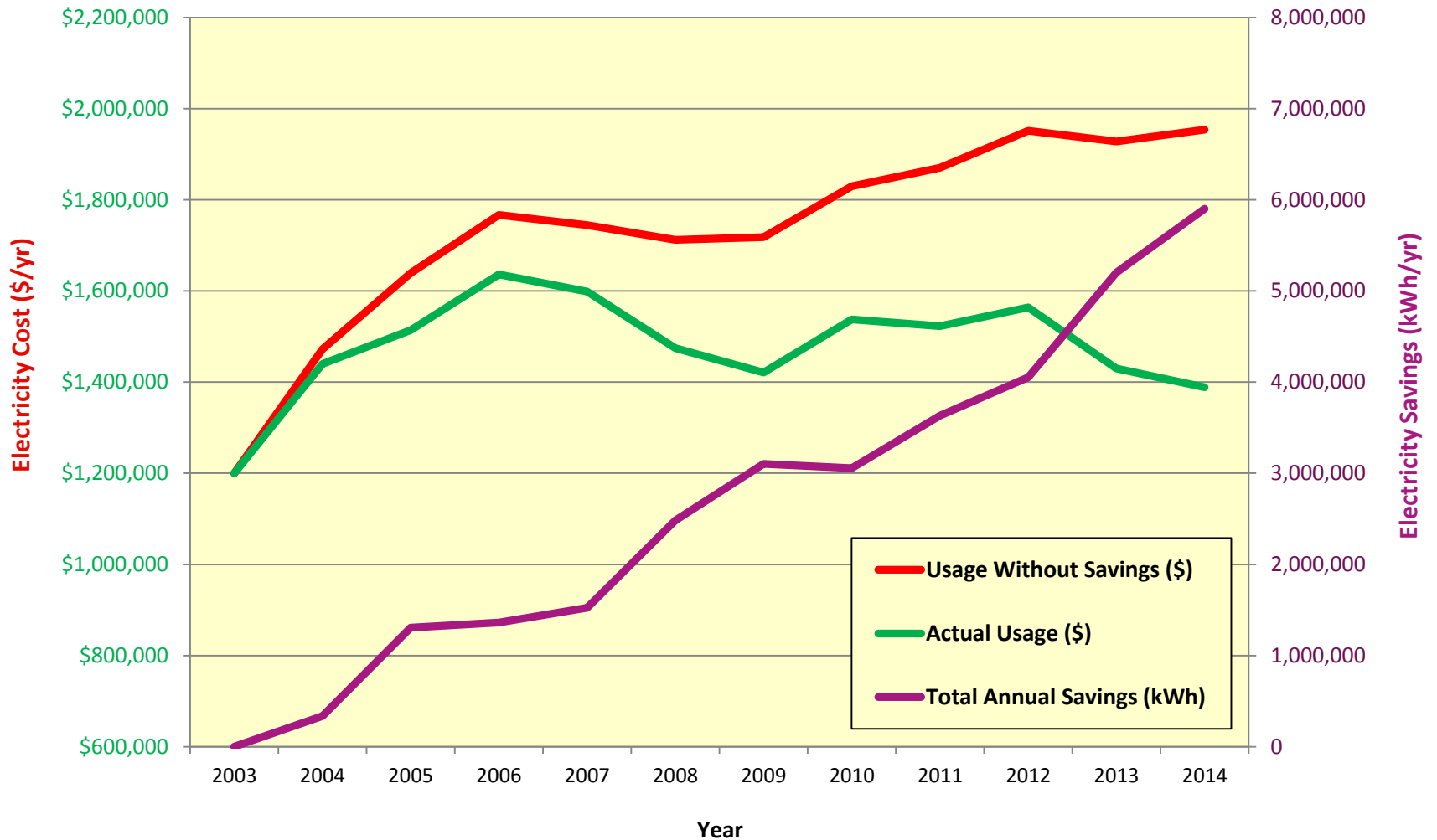
2009
9/20/2009
9/21/2009
9/22/2009
9/23/2009
9/24/2009

Value of Long-Term Engagement



(Note: Electric usage costs estimated based on average electric rate of \$0.0957/kWh)

Value of Long-Term Engagement



(Note: Electric usage costs estimated based on average electric rate of \$0.0957/kWh)

“In many cases, we have invested in new equipment, But those projects alone are not what have enabled us to cut our energy usage by 38%. We have also seen big results from analyzing and altering the way we operate – with little changes yielding large savings.”



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Thank You!