

# **INCREASING VALUE FOR LARGE BUSINESS CUSTOMERS**

**Presented at the 2015  
ACEEE National Conference on Energy Efficiency  
as a Resource**

**Neil Beup-United Technologies  
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**NH SAVES**  
we all win



**energize CT**  
CONNECTICUT

Empowering you to make  
smart energy choices

HOW DO WE

**Engage**

**Customers?**

HOW DO WE

**Engage**

**Customers?**

WHAT'S OUR

**Value**

**Proposition?**

OUR GOAL IS SIMPLE:

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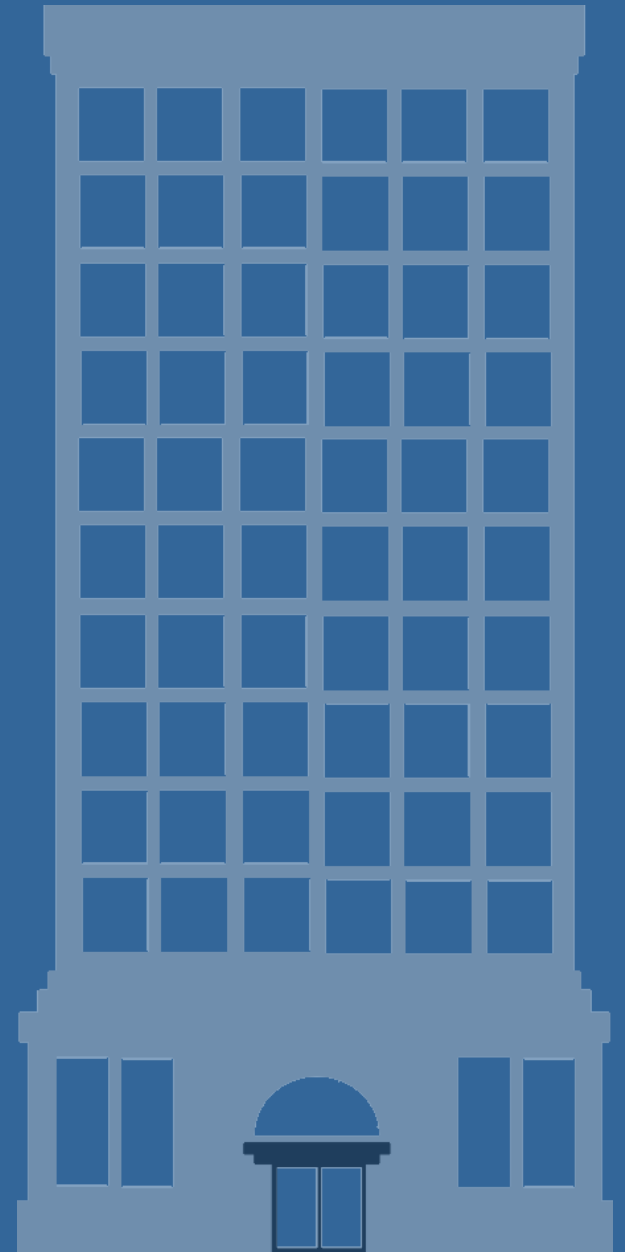
**Help customers  
optimize their  
energy use.**

# The Offering

APPROXIMATELY

**2%**

OF CUSTOMERS



APPROXIMATELY

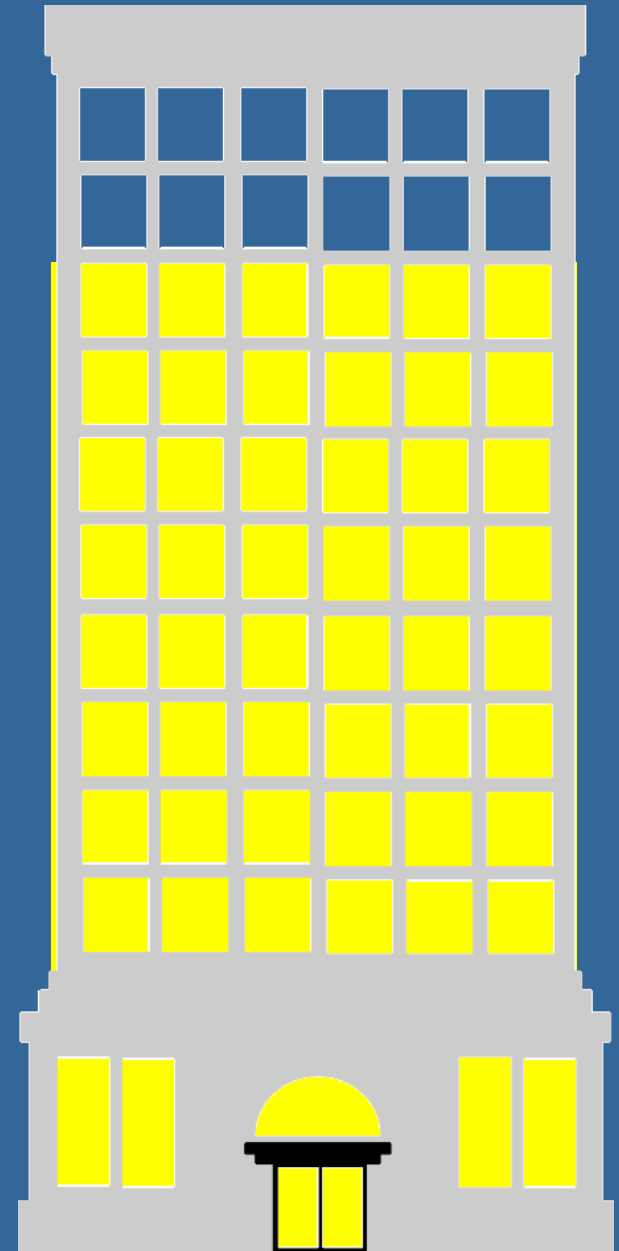
2%

OF CUSTOMERS

ACCOUNT FOR

80%

OF USAGE





# 80%

OF CUSTOMERS



80%

OF CUSTOMERS

ACCOUNT FOR

6%

OF USAGE



# Different Customers

HAVE

# Different Needs



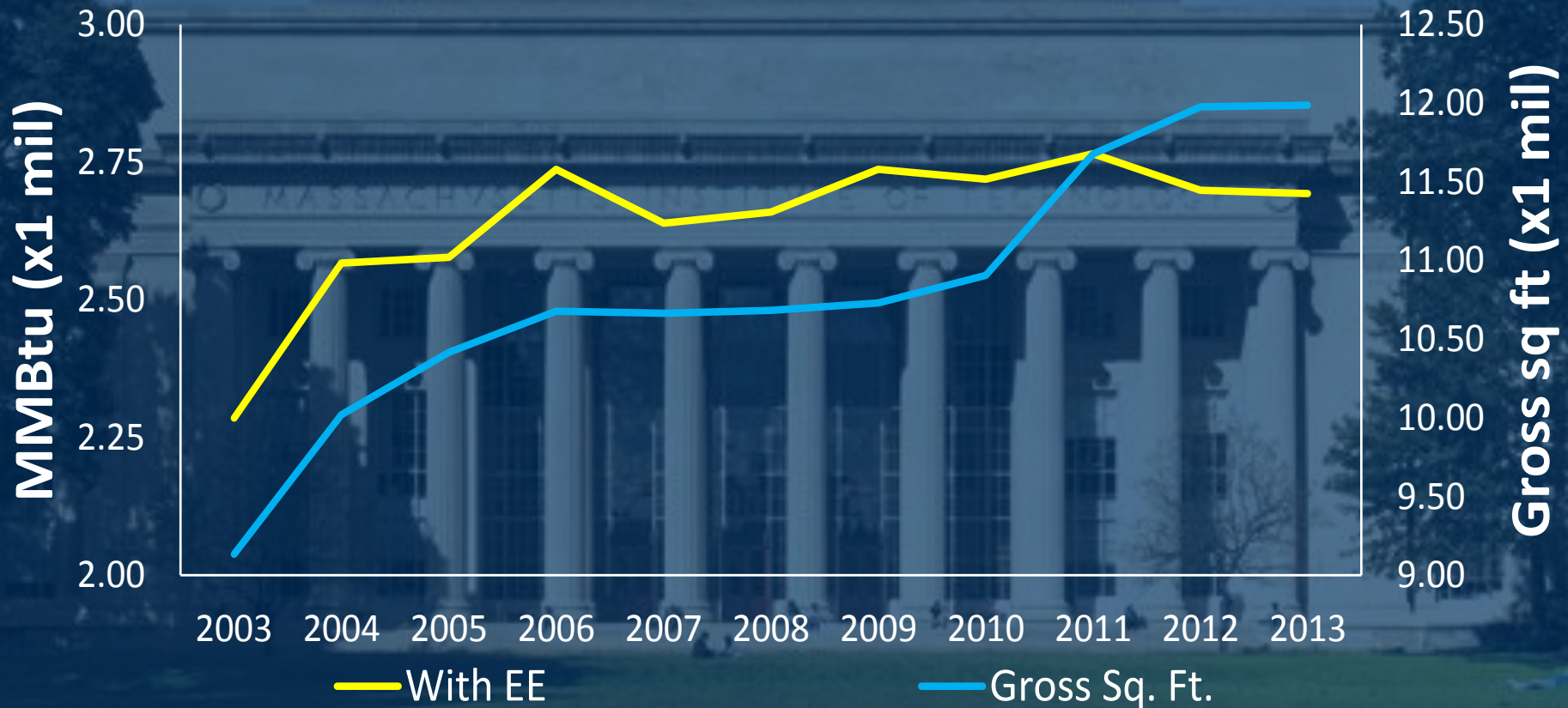
# Evolving Energy Profile at MIT



\*THIS IS TOTAL ENERGY USE AND INCLUDES ELECTRIC, STEAM, CHILLED WATER AND GAS.

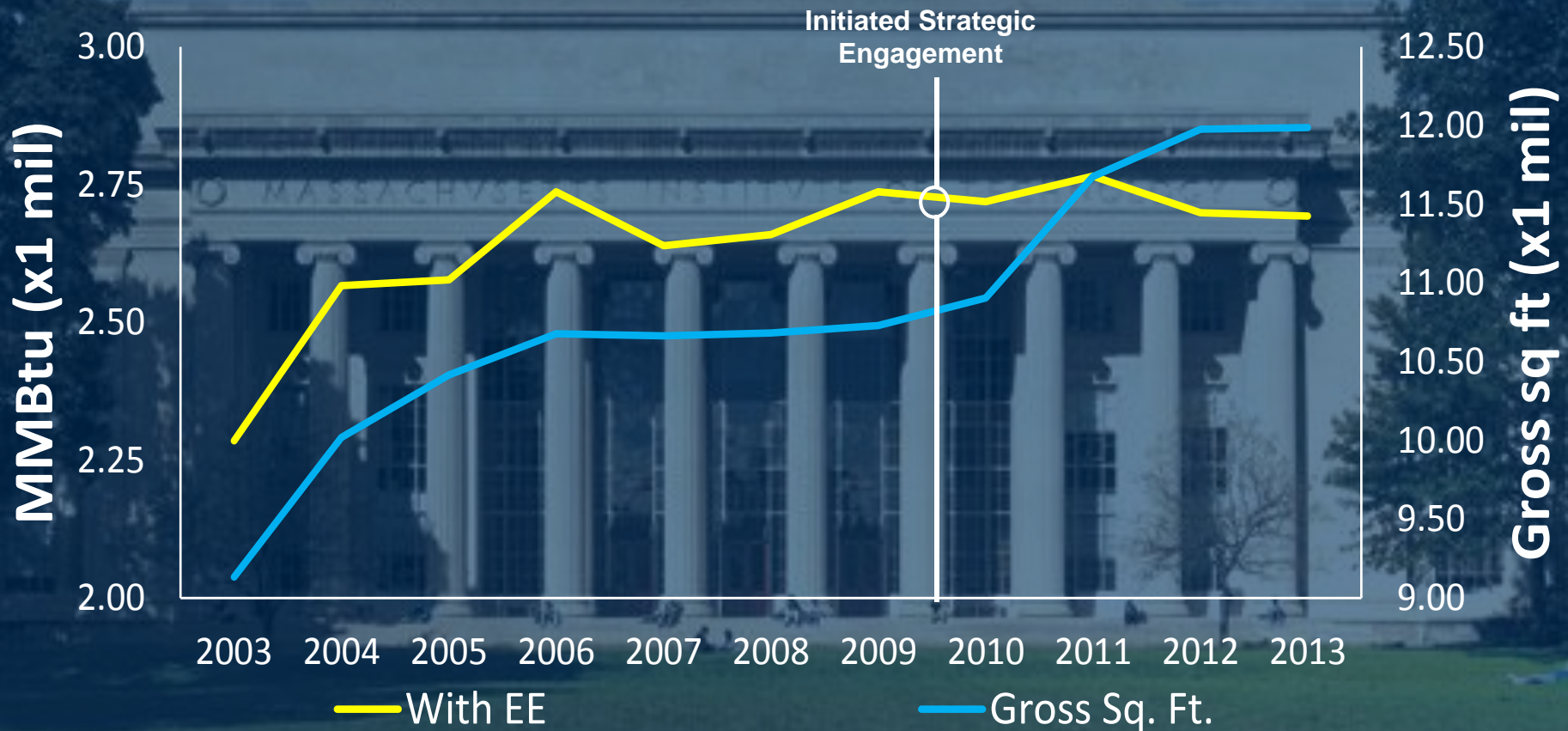


# Evolving Energy Profile at MIT



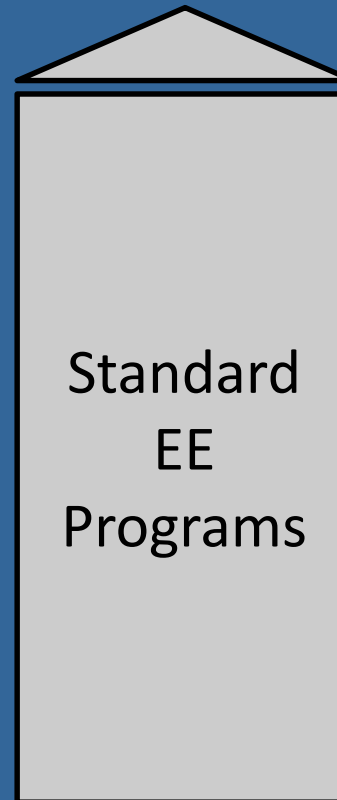
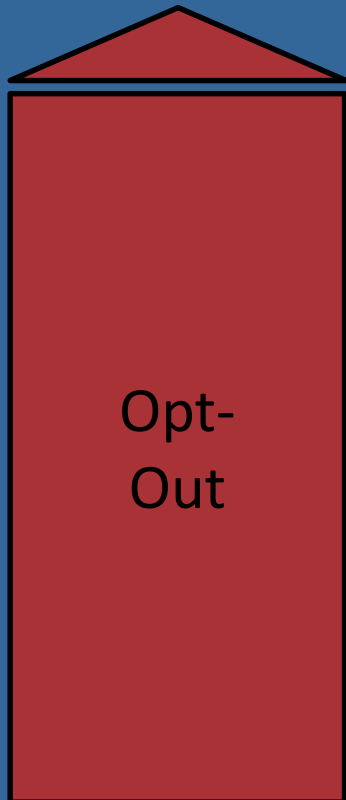
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# Evolving Energy Profile at MIT



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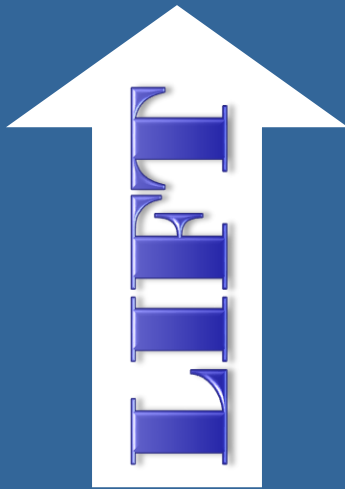
# Options for Large Customers



**2% of Customers**

**25%**

of MA Large C&I Portfolio  
Savings



=

**100 GWh**

Savings from 5 CT Customers

Over 3 Years





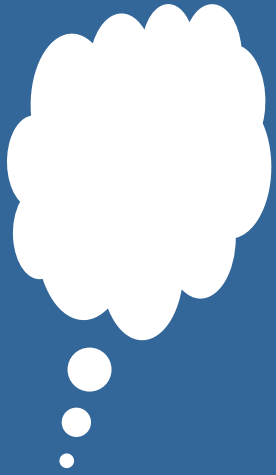
**What's the  
Deal?**

# 3 Key Attributes



Culture

# 3 Key Attributes



+



+

**Culture**

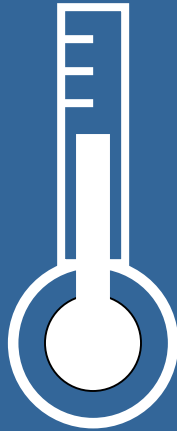
**Stretch  
Goals**

# 3 Key Attributes



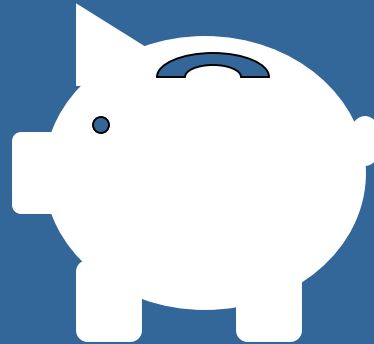
**Culture**

+



**Stretch  
Goals**

+



**Flexibility**

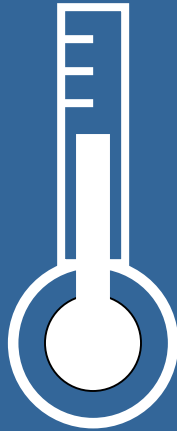
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# 3 Key Attributes



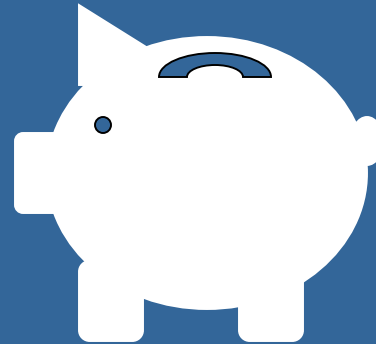
**Culture**

+



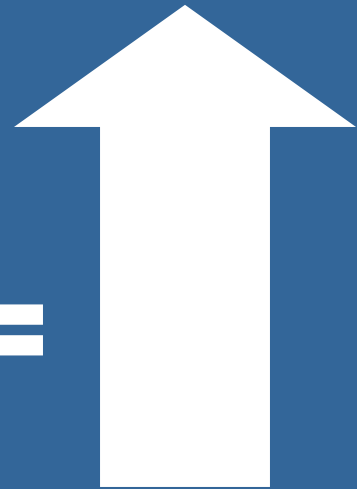
**Stretch  
Goals**

+



**Flexibility**

=



**LIFT IN  
RESULTS**

# Delivering on the Value Proposition

**Value Proposition:** Holistic planning with a dedicated utility consulting team.

- Structured, predictable incentive strategy
- Aggressive electric/gas savings targets over 3 years



**Hamilton Sundstrand**  
A United Technologies Company



# Thank You.

**Matthew Gibbs**

*Director, Energy Efficiency*

Eversource Energy

**Neil Beup**

*Government Affairs*

United Technologies-Carrier Corporation

# CT Customized Solutions Partnership (CSP)

- Incentives & technical assistance for the largest C&I customers (>3 MW demand)
- MOU between customer and utility to establish multi-year EE targets (typically 3 years)
  - Flexibility to accommodate: capital planning processes, financial hurdle rates, manufacturing processes, outside engineering/technical services.
- Multi-year budgeting (authorized by regulator) allows incentive funding commitments prior to collections
- Ability to waive \$2 million spending cap per Tax ID
- Access to CT Green Bank and other financing



# CT Customized Solutions Partnership (CSP)

- Tiered incentive structure:
  - Non-Process Measures
  - Process Measures
- Bonus incentives:
  - Comprehensive Bundle Bonus: an additional \$0.05/kWh added when no more than 80% of the project's energy savings is a single end-use measure type
  - Savings goal bonus: Additional \$0.03/ kWh bonus for reaching savings goal in MOU

# CT Customized Solutions Partnership (CSP)

- Operational training
- Operator certification and energy management support services
- Employee engagement
- Continuous improvement elements
  - E.g. Strategic Energy Management (ISO 50001)