



# On-site Energy Manager Pilot

September 21, 2016

# Goals

- To encourage implementation of a systemic, lasting, business process that integrates clean energy into an industrial site's core business process.
- The value of an On-site Energy Manager role in industrial facilities will become standardized, fostering the emergence of an energy manager provider market which will gain traction and become self-sustaining.

# Strategy

- Cost share a dedicated On-site Energy Manager to focus on process efficiency & energy optimization
  - Identify, diagnose and prescribe areas for improvement
  - Strategic planning, awareness communications, reporting, project feasibility studies, project development, generate process improvements
  - Drive managerial and corporate behavioral changes with respect to energy
- 15 month commitment with specific performance goals, milestones and deliverables
- Provide leadership and organizational continuity for implementing change
- Allow companies to become accustomed to energy management with minimal risk
- Get to a point of progressively adopting energy management capabilities
- Facilitate familiarity and comfort with an energy management agenda
- Use results to build the business case and define the value proposition for the market

# Eligibility

- NYS Industrial Sites
  - Annual energy costs greater than \$500,000
  - Must pay into the electric System Benefits Charge (SBC)
- Pilot participants must select their On-site Energy Manager from NYSERDA's FlexTech Consultant list
  - Firms interested in applying to become a FlexTech Consultant may do so through PON 1746
- Commitment from site's upper management (corporate officer or executive staff) required
- Industrial Sites may not participate in both NYSERDA's On-site Energy Manager Pilot and Strategic Energy Management Pilot at the same time
- No more than two awards per FlexTech Consultant will be made per Pilot

# Program Requirements

## Pilot Participants Must

- Not have an existing dedicated energy manager on-site
- Show how the On-site Energy Manager will be incorporated into existing business structure, including
  - Providing an individual at the site who will be responsible for overseeing the effort and ensuring successful integration of the On-site Energy Manager.
  - Providing on-site work space (with computer and phone).
  - Showing desire to continue the role post Pilot engagement.
  - Providing necessary data and other support to the On-site Energy Manager to enable successful performance of duties.
- Share results and lessons learned to further the Pilot's objective of increasing the penetration of energy managers at industrial facilities

# Strategic Energy Management

*Linking energy efficiency and clean energy to core business processes connects the facilities' energy use to their bottom line and provides a holistic approach to energy management*

- RFP seeking Implementation Contractor
- Two cohort pilots seeking ~10 Industrial Sites each
- Accelerate the adoption of SEM principles and building a strong energy culture in the organization
- NYSERDA support to develop, provide coaching and oversight of the cohort
- SEM training modules in energy management planning and implementation, and systematic monitoring, tracking and performance reporting
- Contact Kathleen Dooley for questions

# Pilot Overview

- Applications accepted through November 30, 2016
  - Or until funds are fully committed, whichever happens first
- Targets 10 Large (>\$1 million annual energy spend) and 5 Medium (\$500,000 to \$1 million annual energy spend) Industrial Sites
- Term is 15 months
  - 12 months on-site and 3 for wrap-up and final deliverables
- Industrial Sites must select a specific person from an existing FlexTech provider
- Applications will be reviewed on an every other week basis by a majority non-NYSERDA scoring committee
  - Via Evaluation Criteria
  - Until 15 Industrial Sites are selected
- Purchase Orders will be made via existing FlexTech contracts to FlexTech Contractors (and cc: Industrial site applicant)

# NYSERDA funding

- Up to 75% cost share

	Time Allocation	Maximum NYSERDA Cost Share per 15 month engagement
Large Sites (>\$1 million annual energy spend)	Full time On-site Energy Manger	\$234,375
Medium Sites (\$500,000 to 1 million annual energy spend)	Part (50%) time On-site Energy Manger	\$117,185

# Application

- Accepted on-line or via mail
- Required documents (applications without required documentation will not be scored and will be returned to the applicant):
  - Completed Proposal Checklist (Solicitation Attachment A)
  - Completed Disclosure of Prior Findings of Non-responsibility Form (Solicitation Attachment B)
  - Completed and signed Applicant Information and Certification (Solicitation Attachment C)
  - Scope of Work (per Scope of Work Requirements, Attachment D) with schedule, detailed budget (per Attachment E, Budget Template or equivalent) including a breakout by task and by title, hourly rate, hours, and non-labor costs, and site energy reduction goal
  - Description of energy projects, corporate sustainability initiatives, and general energy and other cultures (e.g. safety, quality) at the site in the Scope of Work
  - On-site Energy Manager resume with industrial and/or energy manager experience & relevant qualifications/certifications
  - Industrial site company organizational chart and reporting structure for On-site Energy Manager role
- Denied applications may re-apply once during pilot

# Evaluation Criteria

*60 total points; 42 points is the minimum threshold for successful applicants*

- Target savings (site energy reduction goal) as result of On-site Energy Manager engagement – **10 total points**
- Industrial site energy acuity and project implementation history – **15 total points**
- Corporate culture and motivation – **20 total points**
- On-site Energy Manager expertise & leadership – **10 total points**
- On-site Energy Manager Budget – **5 total points**

# Required Tasks

- Develop an energy management plan within 3 months of contracting the On-site Energy Manager to work towards the site provided energy goal
- Develop and/or maintain energy tracking and monitoring system
- Develop and/or maintain a Industrial site cross-functional energy team and hold monthly meetings
- Develop a strategy for energy savings Measurement & Verification
- Conduct walkthrough audits and reports that identify savings opportunities for further investigation
- Review maintenance operational schedules and procedures to identify operational savings opportunities
  - Schedule at least 1 employee training session to address operational misuses that impact energy
- Develop and propose energy and productivity projects; including developing the business case

# Program Deliverables

- Reporting:
  - Quarterly savings reports that document results from both capital upgrades and operational changes
  - Project management check-ins with NYSERDA
    - Conference calls at least once per month
    - On-site meetings at least twice per year
  - Final report that documents overall effort and progress against site energy goal
- Tool development:
  - Case study, including savings metrics, for online publishing
  - Road map of the On-site Energy Manager on-boarding process, for online publishing
    - *The road map is expected to be a look-back of the participant's experience, with recommendations and adjustments made to reflect lessons learned during the process.*

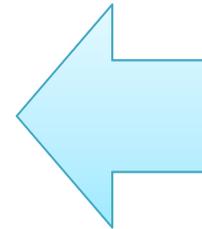
# Roll-out and Market Transformation

## Phase 1 – Prove (one-to-one) through Pilot(s)

**Who:** 15 targeted customers who meet participation criteria

**Objective:** Prove the business case for focus on energy

**Deliverables:** Roadmap & training tools



## Phase 2 – Train (one-to-many)

**Who:** Consultants & customers

**Objective:** Train solution providers to execute the roadmap and Industrial Sites how to on-board the role

## Phase 3 – Market Transformation

**Who:** Consultants & customers

**Objective:** Achieve scale of long-term systematic integration

# Additional Information

- Press Release: <https://www.nyserda.ny.gov/About/Newsroom/2016-Announcements/2016-09-12-NYSERDA-Announces-10-Million-for-Energy-Efficiency>
- On-site Energy Manager Program Page: <https://www.nyserda.ny.gov/All-Programs/Programs/On-Site-Energy-Manager>

# Questions?

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