



## **Process Efficiency**

**Achieving Significant Energy Savings in the  
Industrial Sector**

# Agenda

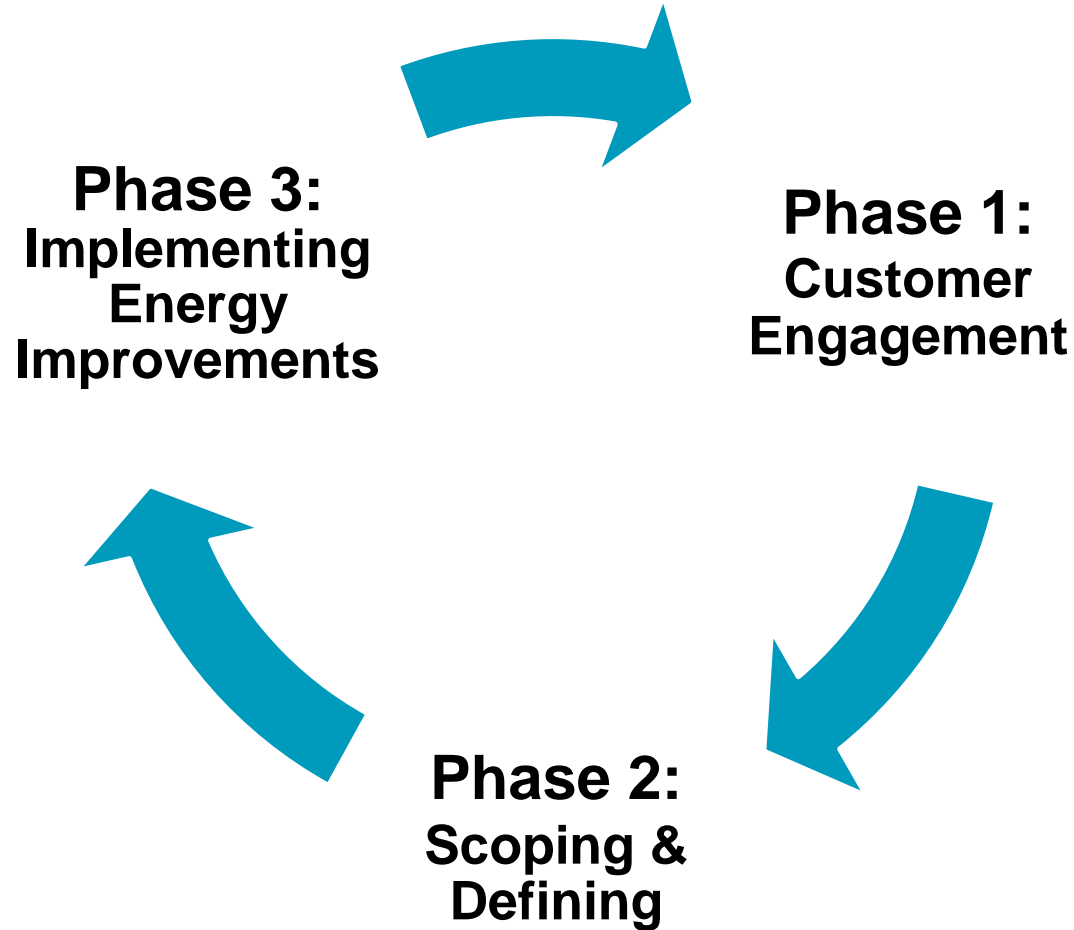


- Process Efficiency Program Overview
  - Methodology & Benefits
  - Growth and Success
- Customer Case Study
  - Terumo BCT
- Program Enhancements

# Process Efficiency



# Program Design

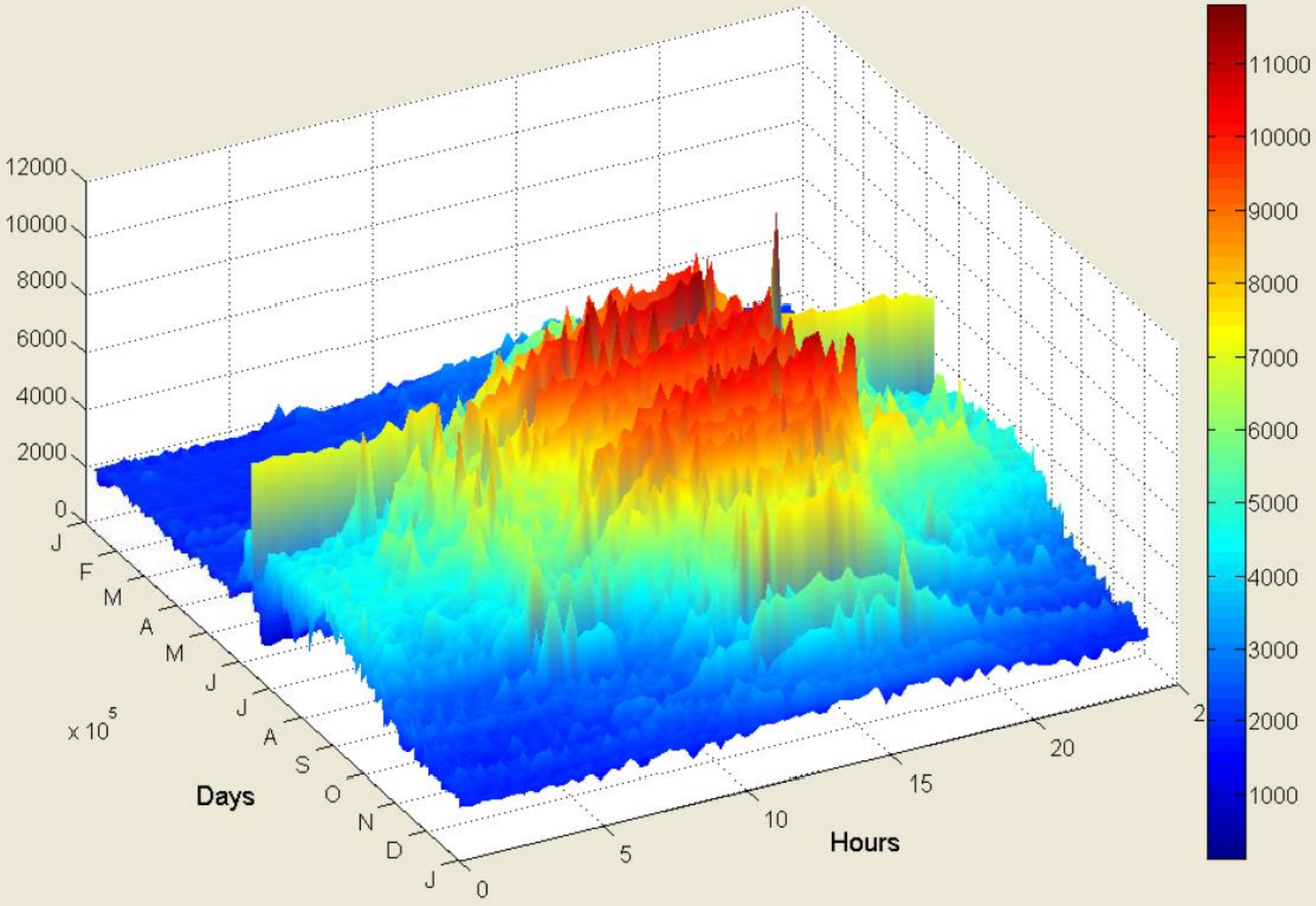


# Phase 1: Customer Engagement

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- EnVinta One-2-Five diagnostic session
- Engages site team to gain consensus on priorities for addressing energy efficiency and achieving sustainable energy management
- Provides benchmarking against peers

# Chiller Plant – 3D plot



## Phase 2: Scoping & Defining



- Provides engineering and technical support for development of a flexible 2-5 year energy plan
- Customer contribution is 25% of study costs with a max out of pocket of \$7,500
- Supports strategies for maximizing ROI and rebates available

# Phase 3: Implementation

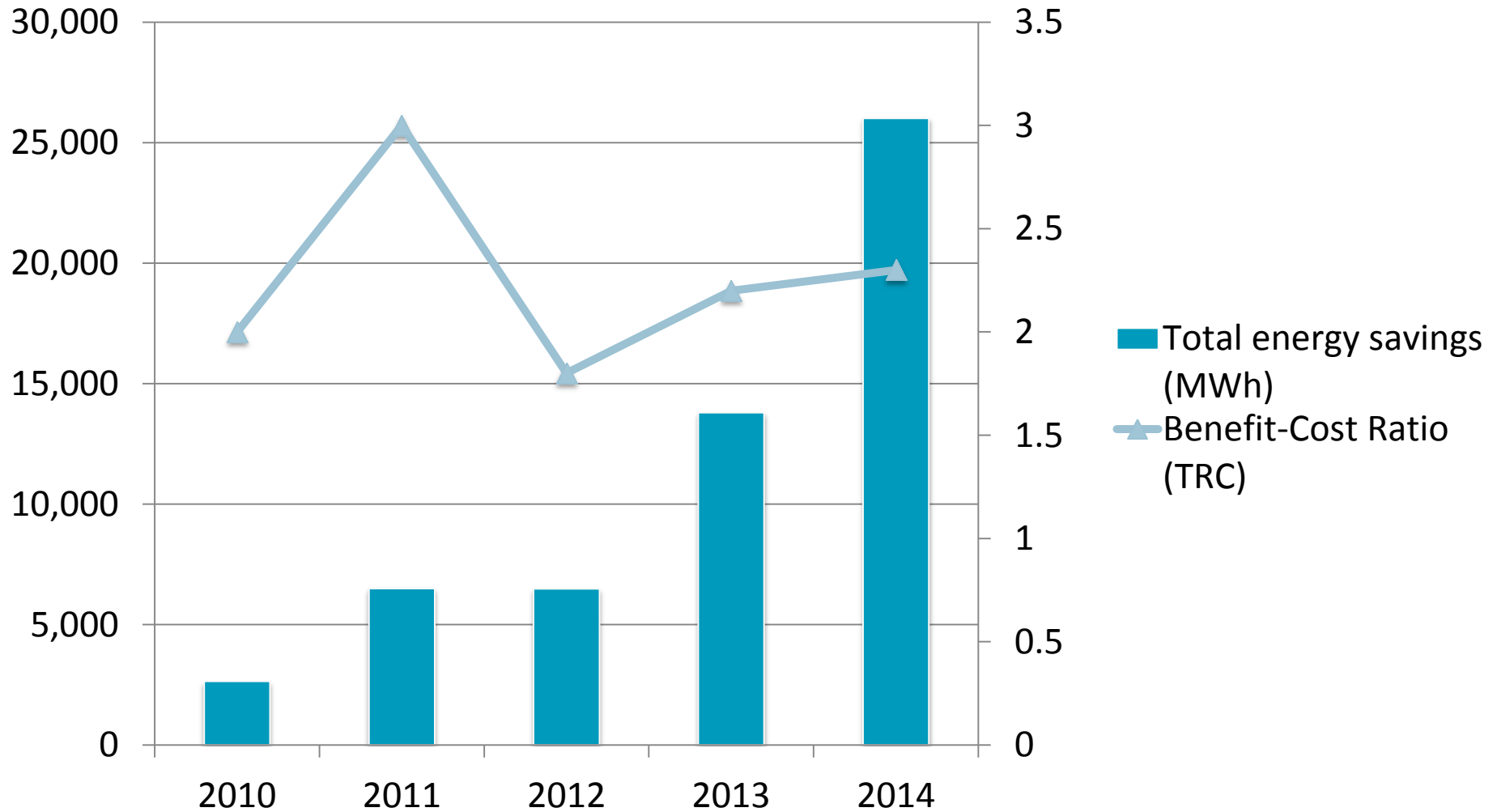


- Customized proposal detailing
  - Rebates & Bonuses
  - Payback
  - Energy Savings
- Application support
- Vendor proposal support
- Pre and post-monitoring





# Program Results



# Terumo BCT



- Blood Component Manufacturer
- Program Participation to date:
  - 13 projects
  - Total cost: \$267,231
  - Xcel Energy rebates: \$86,566
  - Annual energy savings: 789,011 kWh
  - Annual cost savings: \$51,857
  - Cumulative payback: 5.3 years



*“We have a corporate goal to incorporate energy efficiency into our operations.”*

**Chris Sirbin**

**Buildings Operations Manager, Terumo BCT**

# Program Enhancements



- Mid-tier Industrial Sector
  - Expansion of the process efficiency product to include mid-tier Industrial customers with a minimum annual consumption of 2GWh
    - Holistic approach to energy management
    - Technical and Study Support



- Energy Information Systems (EIS)
  - Enables customers to add visualization and analysis of real-time energy data across their facility
  - Consulting Services
  - Financial Incentives

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- Links:
  - Program Information:
    - [Process Efficiency Web Page](#)
    - [Terumo BCT Case Study](#)