

The role of the Energy Manager is more critical than ever. What began as the person responsible for interacting with the local utility for quality of service and delivery has evolved into a key leadership role with direct contact into the C-suite.



Factors driving this expanded role parallel a dynamically-changing energy industry, including regulatory changes across multiple regions and markets, supply and demand-side planning, sustainability programs, and new technology adoption to name just a few.



## **Energy Manager 3.0**

The Energy Manager's role now takes on added significance within a company. The Energy Manager 3.0 is an active participant with the C-suite. Energy is treated as a strategic asset, and its use is viewed holistically:

- The organization is aligned to support an enterprise-wide view of energy;
- Data analytics inform the optimization of energy procurement, cost-saving programs, sustainability and resiliency programs; and,
- Energy supply, capital investments and operations are all aligned organizationally to optimize energy use throughout the company, in all of its diverse geographies and regions.



## Energy Management 3.0 Program

- 1) Energy Data Management
- 2) Energy Procurement
- 3) Regulatory & Legislative
- 4) Risk Analysis / Mitigation
- 5) Facility Energy Optimization
- 6) Environmental / Sustainability



## Energy Data Management

Understand the energy usage and spend and timely processing of invoices:

- Utility and energy supplier bill data collection
- Invoice verification / reconciliation
- Utility and energy supplier bill payment
- Usage, cost and performance/savings reporting
- Forecasting and modeling
- Sub-metering

## Energy Procurement



### **Provide energy supply solutions that deliver both reliability and competitive cost:**

- 1) Commodity (electricity, natural gas, etc.)
  - A. Open Market
    - Supplier identification and evaluation
    - Contract review and negotiation
    - RFP process
    - Market monitoring and reporting
  - B. Regulated / Monopoly Utility Supply
    - Utility tariff analysis / optimization
    - Build leverage (involvement / persistence, bypass, user groups, political pressure)
    - Utility negotiation / special contracts
- 2) Transportation / Delivery Optimization
- 3) Misc.
  - Storage
  - Balancing
  - Ancillary Services
- 4) Utility Tax Evaluation and Optimization
- 5) Distributed Energy Resource / Behind the Meter / Self Generation



## Regulatory and Legislative Analysis and Support

**Track, report and engage in regulatory and legislative issues that could impact the cost and/or reliability of energy supply:**

- Utility rate cases filed at the state public service commission
- Regional transmission organization (RTO) tariff and wholesale market
- Federal Energy Regulatory Commission (FERC) rule makings that impact the wholesale energy market
- State and federal legislative energy policy



## Energy Supply Risk Analysis / Mitigation

Maintain or improve the quality of the work environment, optimize service reliability, increase productivity, and enhance safety of the workplace:

### 1) Physical Supply & Delivery Risk

- Understand points of equipment ownership transition from utility to customer
- Equipment Ratings, Emergency Load Shedding Procedures, Redundancy / Backup, Common Mode of Failure for “Redundant” Systems, etc
- Maintenance and inspection programs

### 2) Contractual / Cost Risk

- Firm vs Interruptible, Liquidated Damages, Replacement Supply Provisions, Force Majeure’ Liability, etc.
- Financial Hedging
- Fixed price vs floating price contracts



## Facility Optimization / Energy Conservation & Efficiency

Deliver facility energy usage services:

- Commissioning / Start-up
- Assessments
- Evaluate and implement demand response
- Develop action plans and maintenance plans
- Education
- New technology / equipment evaluation
- Capital project / equipment replacement management
- Behavior modification / usage accountability



## Environmental / Sustainability



Maintain or improve the environmentally responsible use of energy throughout the clients organization and explore renewable energy supply opportunities that meet the clients goals:

- Understand carbon footprint
- Develop climate change / GHG reduction strategy
- Evaluate renewable energy supplies