

# EfficiencyOne

Fostering Organizational Energy  
Management in Industry

Efficiency Nova Scotia's Insights and  
Results

# About EfficiencyOne

- Independent from government and electric utility; 3rd party, non-profit administrator of energy efficiency
- Canada's first energy efficiency utility as franchise holder of Efficiency Nova Scotia
- Sells cost-effective "saved energy" to electric utility in competition with other energy sources (wind, hydro, biomass, etc.)
- Led by independent Board of Directors; regulated by UARB (Utility and Review



# Our Story

2009

Efficiency Nova Scotia Corporation Act

Creates non-profit, independent administrator for energy efficiency and conservation

2014

Electricity Efficiency and Conservation Restructuring Act

Creates Canada's first energy efficiency utility

2015

EfficiencyOne

Efficiency Nova Scotia is a franchise operated by EfficiencyOne, official Licensee of the Province of Nova Scotia.

# Continuous Energy Management

- Strategic Energy Management (“SEM”)
- Energy Management Information Systems (“EMIS”)





# Energy Management Information Systems

ORGANIZATION TYPE	YTD SAVINGS GOALS (kWh)	YTD SAVINGS (kWh)	SAVINGS (\$)*	ACTIONS
LARGE INDUSTRIAL MOLDED PAPER	2,060,772	5,305,031	\$477,450	SETTING ALARMS BASED ON ENERGY PERFORMANCE OF SUB-SYSTEMS/ PROCESSES
LARGE INDUSTRIAL FOOD PROCESSING	464,688	1,117,999	\$99,500	TURNING OFF NON-ESSENTIAL LOADS DURING DIFFERENT MODES OF OPERATION
MEDIUM INDUSTRIAL AEROSPACE	284,321	104,696	\$11,000	OPERATIONAL CONTROL AND MORE INFORMED SHUT DOWN PROCEDURES

# Strategic Energy Management (SEM)

June 2014 – May 2015

- \$359,139 OPERATIONAL & MAINTENANCE SAVINGS
- 3,711,217 KWH SAVINGS
- 6% KWH SAVINGS

	SAVINGS GOAL (%)	ACTUAL SAVINGS (%)	ACTUAL SAVINGS (kWh)	ELECTRICITY SAVINGS (\$)	OTHER FUEL SAVINGS (\$)	KEY INITIATIVES
	4	6	1,878,097	\$173,079	\$91,376	INTEGRATED SEM IN LEAN MANUFACTURING INITIATIVE
	5	7	358,125	\$37,900		EMPLOYEE SHUT IT OFF CAMPAIGN DRIVES SAVINGS
	3	2	310,822	\$27,539	\$5,677	INTEGRATED SEM INTO SUSTAINABILITY INITIATIVE
	5	19	472,028	\$49,954		ENERGY TEAM DRIVES SAVINGS
Tandus Centiva <small>A Tarkett Company</small>	3	11	692,145	\$70,668	\$302,892	EMPLOYEE ENGAGEMENT DRIVES SAVINGS

# Multiple Benefits of Energy Management

- Maintain/Gain business in more competitive markets
- Help in achieving corporate sustainability goals
- Identification of unique energy efficiency projects to drive further financial benefit

# Lessons Learned

- Customize communications
- Leverage existing practices
- Structure the approach
- Engage the organization
- Program adaptability
- On-Going support and engagement



# Customer Feedback

- *“EMIS is a structured approach to energy management that will be used as the main tool to establish energy efficiency culture” – COO*
- *“EMIS represents a culture shift into organizational energy management” – Process Engineer*
- *“Energy management is a big commitment, it takes everybody...Funny as it may sound, it’s a morale booster” – Production Manager*

# EfficiencyOne

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