



Implementation: The Energy Efficiency Unicorn

***Save Energy Now* LEADER**

**Industrial Sustainability and
Energy Management Showcase**

Nissan North America (NNA)
Smyrna, Tennessee



Fred Schoeneborn, CEM

- President, FCS Consulting Services, Inc.
- 38-year career with Mobil
- Created Global Energy Program
- Saved over \$100 million/year within 4 years
- Consultant with 3M, Alcoa, DOW, Raytheon, Toyota, ExxonMobil, etc.
- Recognized by ACEEE in 2005 as a “Champion of Energy Efficiency”



Assessment is Done - Now What?

You identified great opportunities...
Life is Good !

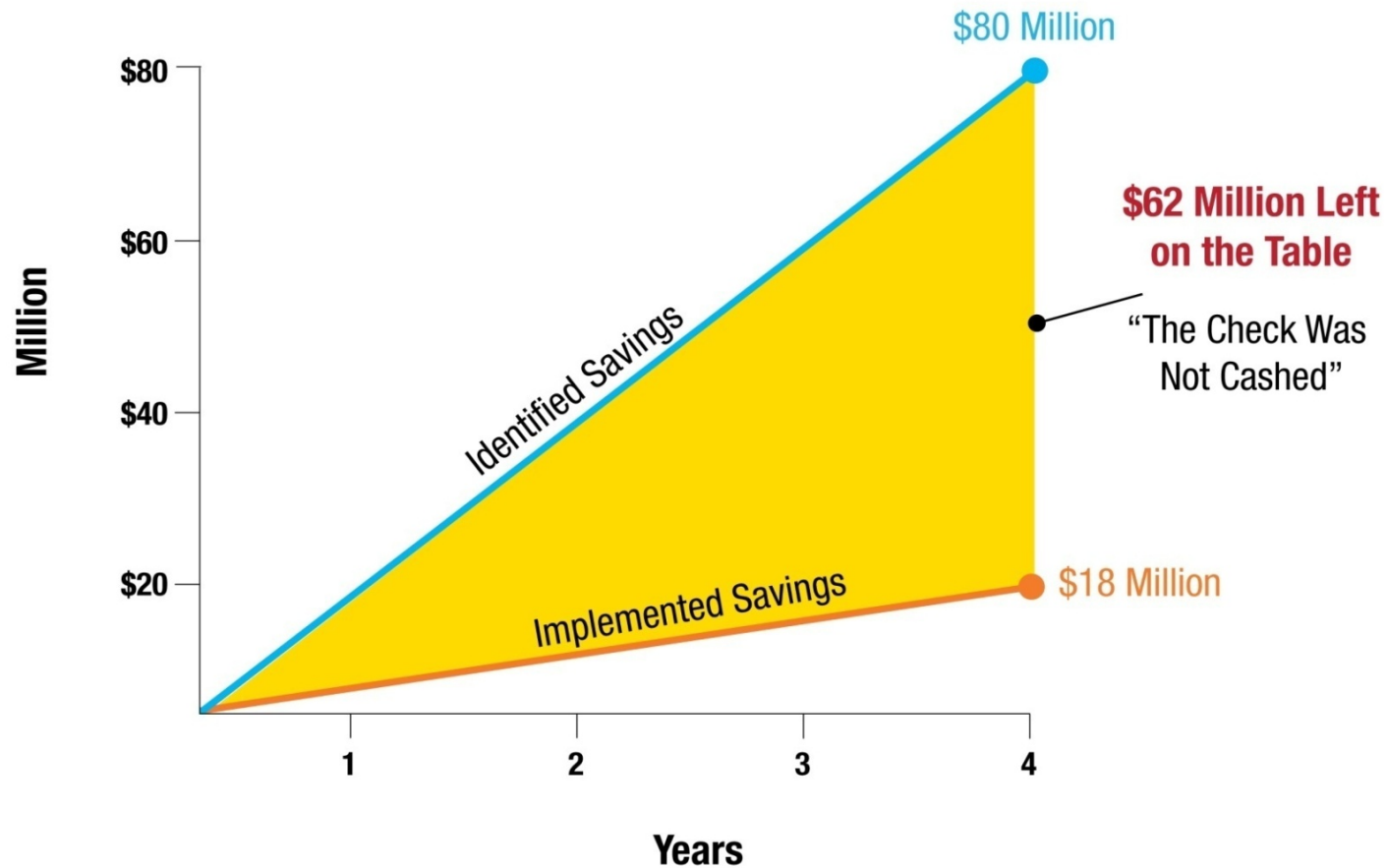


How a Plant Manager Sees It

- Can't spend **potential** savings
- Assessment has **cost** time and effort
- Hold assessment host **accountable**
- Turn potential savings into **real savings**



Implementation Career Trap





Pulpit for Implementation

- **Close out meeting** - single greatest meeting
- **Experts** are there to assist in selling
- **Management** can make a real statement
- Euphoria of success is with you - **momentum**



Implementation Strategy

- Review results with management – get **buy-in**
- **Accept** findings/recommendations/estimates
- **Announce** acceptance of findings formally
- **Praise** the plant participants
- Show the “**Prize**”
- Assign and publicize **accountability**
- **Educate** the staff to facilitate implementation
- Celebrate identified **Best Practices**
- Use easy tracking and reporting **tools**





Implementation Tactics

- Focus on “**big ticket**” items for impact
- Keep **score**
- Report progress to plant management at weekly plant operating **meetings**



Real-world Tools

- Developed by **Energy Managers**
- Provides “**Eye-Candy**” at a site
- Gets attention of **accountable** folks & management





Project Implementation Tracking Tool

Plant	Division	Business	Project Description	Owner	Technology	Annual Savings Estimate	Cost to Implement Estimate	Implementation Status	Funding Status	Project Origination	Electricity Savings (kWh)	Natural Gas Savings (MM Btu)
St. Louis	Glass	Automotive	Reduce Pressure	Paul Owner	Compressed Air	\$10,000	\$5,000	Planned	No Funding Needed	Plant Audit		

Technology	Implementation Status	Funding Status
Boilers	Identified	Not Ready for Funding
Chillers	Being Evaluated	Funding Requested
Compressed Air	Planned	Funding Approved
HVAC	Implemented	Funding Denied
Lighting	On-hold	No Funding Needed
Process	Dropped	
Other		





Project Implementation Scorecard

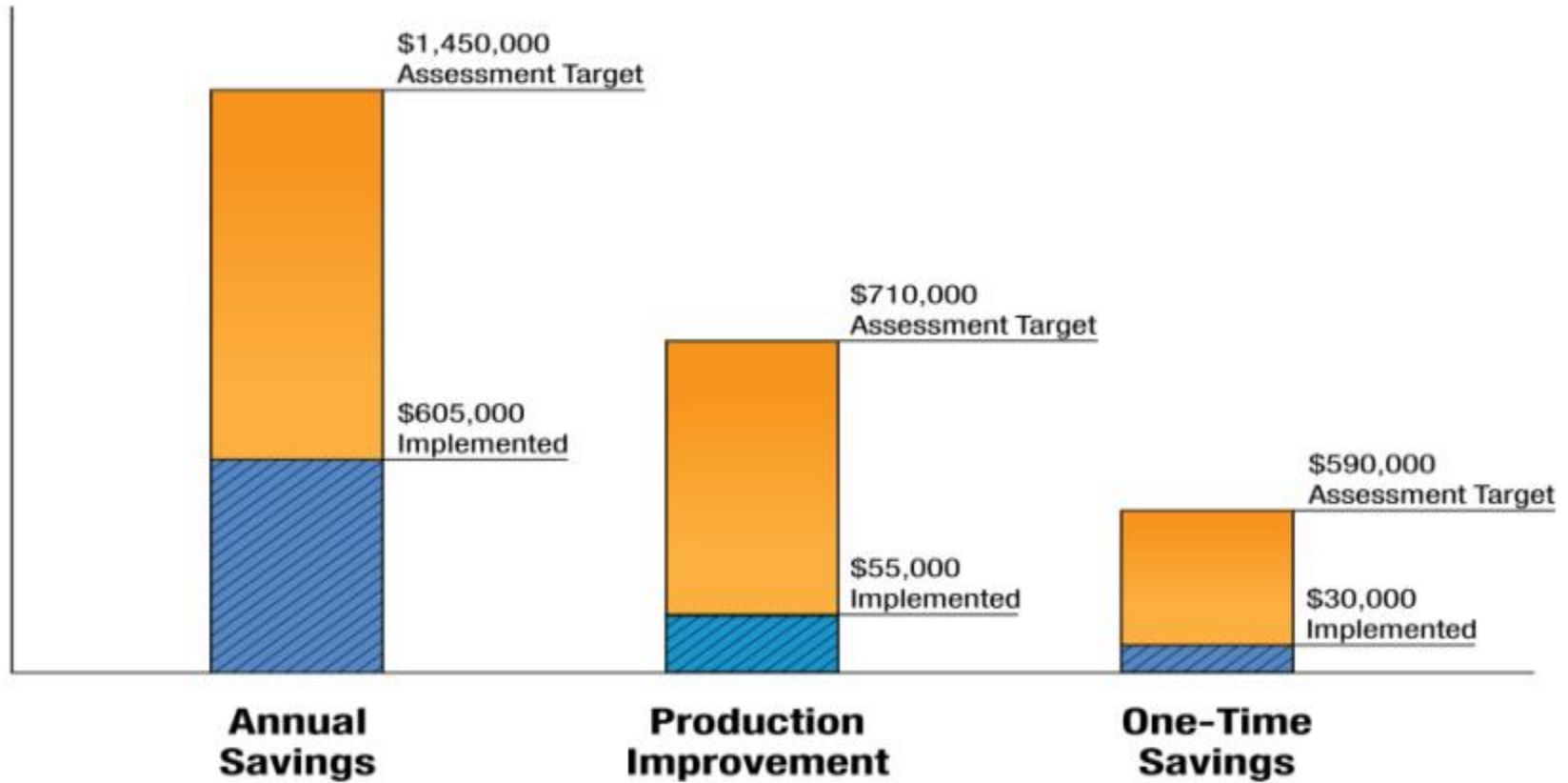
Key:						
ON TIME		GRACE PERIOD (DAYS)		LATE		
		10				
			STATUS			
Project Description	Subtask	Project Manager	Initial Assessment Due/Completed	Project Submitted Due/Completed	Project Implemented Due/Completed	Project Follow-Up and Verification Due/Completed
Steam System Repair		Joe Blow	9/1/2009	10/1/2009	12/31/2009	1/31/2009
			9/12/2009	10/3/2009	10/4/2009	10/5/2009
			10/6/2009	10/3/2009	10/4/2009	10/5/2009
			10/10/2009	10/14/2009	10/12/2009	10/13/2009
			10/10/2009			
			10/10/2009	10/11/2009	10/12/2009	10/13/2009
			10/10/2009	10/11/2009	10/12/2009	10/13/2009





Assessment Thermometer

ASSESSMENT IMPLEMENTATION RESULTS



Thank You

I will now accept orders to invest in my new
Unicorn Ranch

