

# Manufacturing & Industrial

Russell Hunt, Eversource

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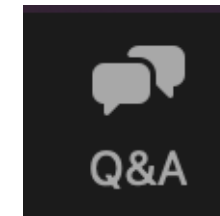
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# We look forward to hearing from you

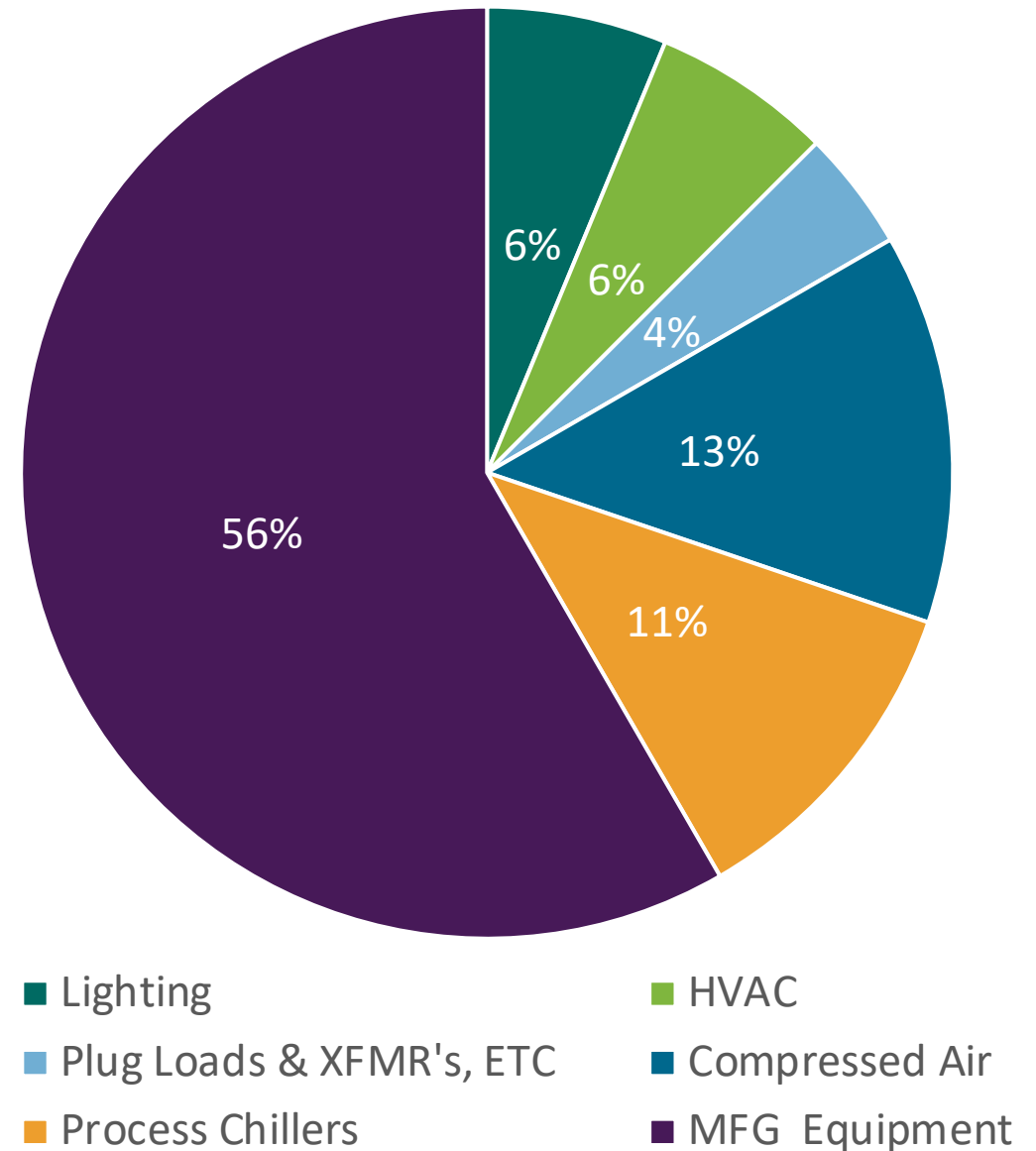
Please put all your questions into the questions section with this icon.



# Go where the energy takes you

From building infrastructure to process equipment; if it saves energy, we are interested.

Typical Manufacturer Energy Use



# Energy efficiency is often a question of when

- Equipment failure or end of life
- Facility expansion or new construction
- Undersized equipment upgrades
- Manufacturing line change
- O&M type work

**Incentives and engineering resources are available to support these efforts**

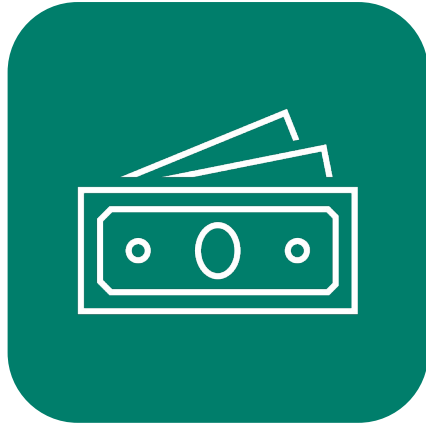


# ***“Outside of the box” projects are our specialty at industrial sites***

Industrial energy efficiency projects usually come from the largest interconnected systems within the facility:

- Compressed Air
- Process Cooling
- Clean Room Ventilation
- Process Steam
- IMM & Resin Drying
- Vacuum
- Thermal Oxidizers
- Heat Recovery

# We can be a strong business partner



Use energy efficiency dollars to meet payback requirements



Win more business by quoting jobs pre-reviewed for incentives



Leverage our engineering resources to evaluate / meter existing equipment



Incentive offers can span multiple years

# Incentive process

## Coordinate with your utility early in the process

Send us the scope of work with:

- Detail existing conditions
- Proposed changes
- Cost estimate

We will develop energy savings analysis

Incentive offer commitment

**After you receive the PO is too late**



# Take Aways

1

We are a lot more than a lighting program

2

Pull us in *before* the PO is issued

3

Leverage engineering resources to quantify opportunity

4

Incentive offers can span multiple years

5

Incentives can be significant and worth pursuing



# Thanks for listening.

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