What is different about CEI?

CEI is a Strategic Management Approach to Achieving Low/No-Cost Energy Savings at Industrial Sites

Traditional Programs
- Capital Intensive
- “One and Done” concept

CEI Program
- Holistic Overview of Energy Savings Opportunities
- Adds Energy Component to existing CI initiatives
What are No/Low Cost Activities?

- Typically referred to as “Behaviors”
- Cost less than $5,000 (generally much less)
- Process and equipment operation
- Maintenance activities
- Process and equipment setup and optimization
- Process scheduling and throughput improvement
- Productivity and quality improvement
Keys to No/Low Cost Savings

• Recognize the opportunity
• Set the foundation for change
• Track progress
• Engage the organization
• Utilize CEI program resources
How it Works
Foundation for Change

- Recruit an Executive Sponsor
- Deploy a charter for action
- Identify an Energy Champion and provide a team
• Create a baseline of past performance
• Actual minus predicted energy usage
• Sum the differences over time
Engage the Organization

• Generate ideas
  – Internal resources
  – Combined with external resources

• Support and implement changes
  – Resolve fear and concerns
  – Ownership

• Integrate saving energy into existing organization initiatives
Utilize Program Resources

CEI provides the following

- Structured network group
- Tools and resources
  - Identify and opportunities
  - Measure savings
- Positive reinforcement
  - Incentives ($)
  - Recognition
- A call to action
Putting into Practice
How Much Opportunity is There?

No/Low Cost Savings

- 5%
- 10%
- 20% +
2013 Energy Savings Results

37 Industrial Participants

- Identified 62 Million kWh in Opportunities
- Realized 23 Million KWh Saved in first year
- 200% above our target savings

Estimating $1,380,000 incentives over 3 years
Identified Immediate Savings during on-site Energy Scans

• Shut down 1 of 2 chemical wash blowers saving – 770,000 kWh and ~ $38,000 per year

• Shut down 1 of 2 dilution pumps savings – 513,000 kWh and ~ $26,000 per year
The CEI Program has influenced Energy Efficiency Capital Projects

AEP Ohio Working with Customers
- Building an Energy Team
- Engaging Employees
- Identify Opportunities
- Measure the Results

CEI Participants have applied for an additional 11 Million kWh’s in Capital Projects
Monthly Customer Meetings

Positive feedback from Customer Surveys – score of 4.4 out of 5

– Written Materials
– Presentations
– Workshop Usefulness
“CEI has also given us metrics we have not had before. In past all we had is our bills and now we have a model to predict our usage.”

“I appreciate the discussion from different companies. Very open, and we all realize we are on the same journey.”

“Looking forward to working with AEP on engaging management & staff to realize additional energy savings.”

“A great process for developing our Energy Management Program.”
Wrap Up

Thanks for Attending!