

Comprehensive Energy Efficiency Solutions for Small Businesses

Edward Musz
ComEd – Small Business Program Manager
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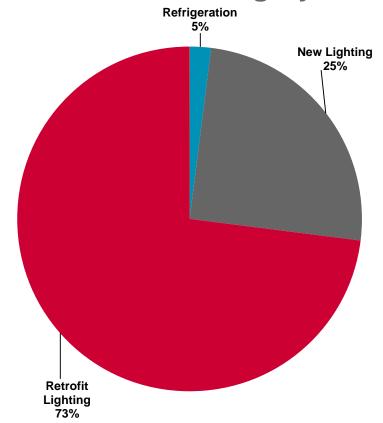




Driving a Comprehensive Approach

- ✓ Higher Cost
- ✓ Not as Visible
- ✓ Contractor Training
- ✓ New Marketing

2014 SBES Savings by Measure Category







Comprehensive Solutions

1

Deeper Savings

- Increase participation of non-lighting measures
- Encourage adoption of smart thermostat + dashboard / BEMS
- Develop TA Network

2

Customer Engagement

- Target past customers
- Continue customer engagement after project completion
- Transition customers to other portfolio programs

3

Data Collection

- Assessments that collect deeper level of data
- Addition of a Building Energy Management System (BEMS)
- Data Analytics







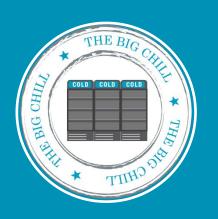
Campaign Offerings



The Works



The Big Blast



The Big Chill

Maximize Savings and Customer Satisfaction





Closed Trade Ally Network

Contractors interested in becoming a Trade Ally must:

Have high customer satisfaction

Demonstrate capabilities with campaign measures

Demonstrate quality work

Submit quality paperwork

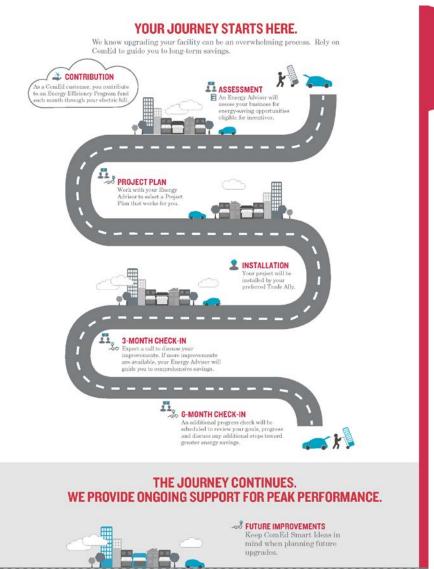
Complete the Application process

SBES Trade Ally





Campaign Process



- ✓ Comprehensive Assessment
- ✓ SBES reviews assessment
 w/ customer
- ✓ Project Roadmap
 - Smart Ideas Offerings
 - Facility Assessment
 - Installation
- √ 3-6 Month Check-in
 - BEA Tool for SBES

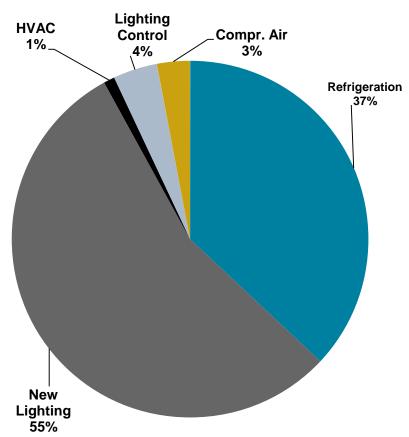




ENERGY ROADMAP

Diversifying Energy Savings

2016 Campaign Savings by Measure Category

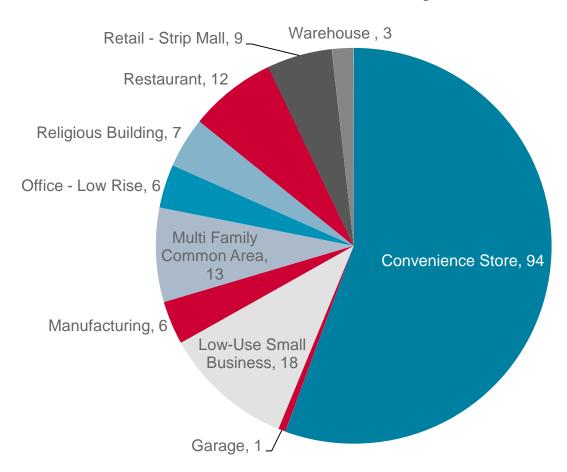






169 Smart Thermostats Reserved

Smart Thermostats Reserved by Customer Segment





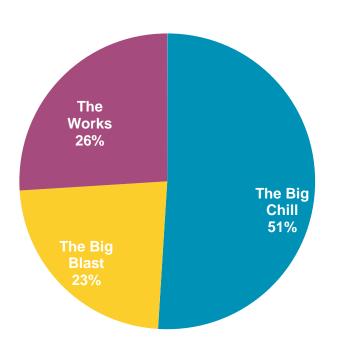




Results: 108% of kWh Savings Goal

Explore Energy for Comprehensive Savings Campaign Offering	<i>Estimated</i> Total Savings (kWh)
The Works: Checking All Systems	3,300,000
The Big Blast: Compressed Air	6,500,000
The Big Chill: Refrigeration	8,700,000
Total	18,500,000

Campaign Savings Distribution







The Future of Energy Efficiency

