



Process Efficiency

OVERCOMING TYPICAL BARRIERS TO CUSTOMER PARTICIPATION

Barrier	Overcoming Customer Barrier
<p>We have already initiated some energy efficiency activities (e.g. did an energy audit last year)</p>	<p>Based on the One-2-Five Energy methodology, this process complements and strengthens many existing energy efficiency activities. It can assist existing programs by:</p> <ul style="list-style-type: none"> • Identifying new opportunities to improve energy efficiency; • Broadening the scope of existing energy efficiency programs by evaluating them from a business practice perspective, including O&M, behavioral issues, training, target setting, accountabilities, short and long-term strategic plan formulation, improved information management; • Providing a strategic approach to energy management (complementing existing technical/engineering solutions), • Improving management buy-in and understanding of existing energy efficiency programs; • Helping businesses to address energy as a business management function; and • Linking to other applicable Xcel Energy Demand-Side Management Programs.
<p>We don't want to try something new</p>	<p>One-2-Five Energy has been used by more than 2500 commercial and industrial organizations worldwide. It has proven performance in delivering sustainable energy management savings and improved business efficiencies. In the current competitive environment and shortage of investment capital, it is critical to continually strive to improve operational efficiency in all areas, including energy usage. One-2-Five Energy can help the management team identify a far more robust set of activities aimed at improving business performance—some involving little to no capital investment.</p>
<p>We have an engineer responsible for energy and he/she has things under control</p>	<p>Using the One-2-Five Energy methodology, Process Efficiency can help engineers by:</p> <ul style="list-style-type: none"> • Improving management involvement and commitment to their existing programs; • Prioritizing existing energy management activities; • Linking to other applicable Xcel Energy Demand-Side Management programs; and • Identifying new opportunities for improvement.
<p>We are concerned about the resource requirements after the One-2-Five diagnostic</p>	<ul style="list-style-type: none"> • Many of the actions generated by One-2-Five Energy are improvements in business practices and do not require significant resource investment; • One-2-Five Energy will help prioritize where you invest resources in improving energy management in order to return the best value for your time and efforts; and • If based on the opportunities identified in the first phase of the program, you decide to move on to phase 2, Xcel Energy will provide resources to your team in implementing actions derived in phase 1 including coaching, guidelines and coordination with other applicable Xcel Energy Demand-Side Management programs.

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<p>We already benchmark the energy performance of our business (e.g. kWh/ft², GJ/ton product)</p>	<p>One-2-Five benchmarks how you manage energy, not how you use energy (kWh/ft²). It provides benchmarking of your management practices against 2500 businesses worldwide (e.g. operating and maintenance practices, metering and reporting of energy, accountabilities for energy management).</p>
<p>We can't get members of the management team together</p>	<p>In most organizations members of the management team invest their time in activities aimed at addressing strategic planning issues across all aspects of the business. Given the pressure energy issues are applying on all businesses in the current environment, spending just two hours of their time to complete the One-2-Five Energy diagnostic will prove to be a worthwhile investment. The session will provide clear guidance on next steps and begin to quantify potential energy savings which are two things that all managers will respond to.</p>
<p>We have a strategy for energy management</p>	<p>One-2-Five Energy provides a holistic review of your current energy management practices in 22 specific areas. It helps you evaluate up to 200 specific opportunities for improving your energy management strategy. The report will either validate current activities or provide direction for steps that will get your organization to the next level.</p>
<p>How does One-2-Five Energy link to continuous improvement?</p>	<p>One-2-Five Energy is a strategic risk management and planning tool that helps you identify strengths and weaknesses in current business practices for managing energy. It provides you with a prioritized action plan for improving energy management. After an initial One-2-Five Energy session, the process can be repeated to update your action plan (e.g. every six to 12 months) and provide an ongoing roadmap to continuous improvement in energy management. The product will track progress made against the recommended actions for any given session and show progression between sessions using a variety of metrics.</p>

