

Webinar:
Improving business performance
through energy efficiency

11.05.2020



Our speakers



Brendan Endicott
Business Development
Shell New Energies



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CRO
Goby



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Goby

Better together

The intersection of customizable reporting and actionable insights with the global industry-leading energy solutions provider and expert.

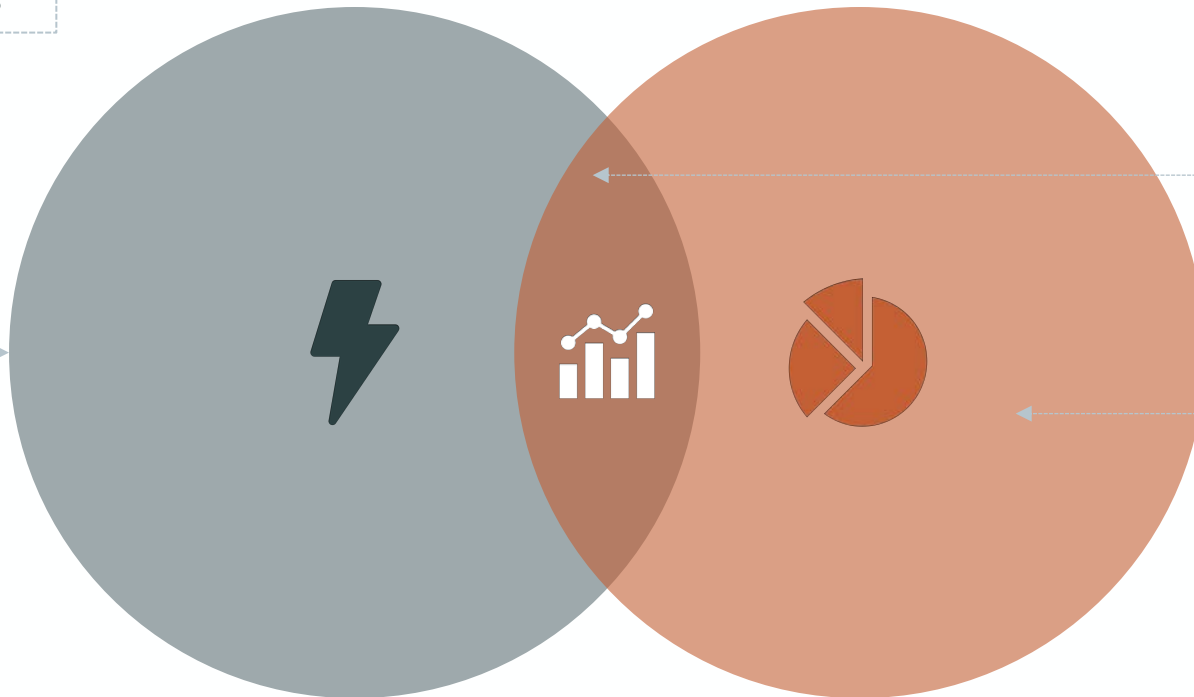
Shell New Energies:

A wide range of light-touch, high-value energy solutions

- Sophisticated utility data analytics, enable energy solutions that deliver positive financial and sustainability payback
- Utility consumption and cost data analysis fuels better business and sustainability decisions

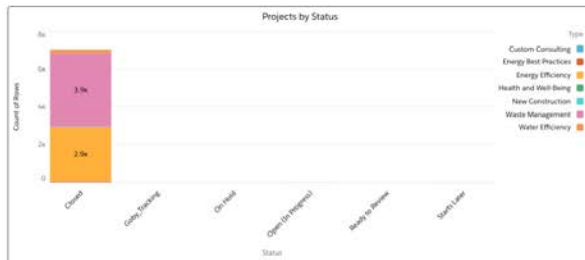
Goby:

Goby's platform helps businesses establish, monitor, and communicate ESG initiatives.





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[Home](#) [Use Analytics](#) [Cost Analytics](#) [ESG Reporting](#) [Data Status](#) [TXN Data Mgmt](#) [Master Data Mgmt](#) [My Goby](#)

#	Property Name	Property Code	Property Type	Project Name	Status	Type	Subtype	Scope	Annual Utility Savings	Savings Unit	Completion Date	Cost to Deliver	Estimated Lifetime	Estimated Savings	Expected Completion Date	Final Project Val
1	3344 Peachtree Building	-	High-Rise	15676	-	Energy Efficiency	Building Automation System Upgrades/Replacement	Whole Building	0	kWh	2018-12-31	0	0	\$2,500	-	
2	3344 Peachtree Building	-	High-Rise	15677	-	Energy Efficiency	Building Automation System Upgrades/Replacement	Whole Building	0	kWh	2018-05-01	0	0	0	-	
3	3350 Peachtree Building	-	High-Rise	15678	-	Energy Efficiency	Building Energy Management Systems Upgrades/Replacement	Whole Building	0	kWh	2018-04-01	0	0	0	-	
4	400 North Park Town Center	-	High-Rise	15679	-	Water Efficiency	Leak Detection System	Whole Building	0	-	2018-04-15	0	0	0.05	-	
5	500 North Park Town Center	-	High-Rise	15680	-	Water Efficiency	Leak Detection System	Whole Building	0	-	2018-04-15	0	0	0.05	-	
6	600 North Park Town Center	-	High-Rise	15681	-	Water Efficiency	Leak Detection System	Whole Building	0	Cubic Meters	2018-04-15	0	0	14	-	
7	800 Gateway Village	-	Mid-Rise	15682	-	Energy Efficiency	Building Automation System Upgrades/Replacement	Whole Building	0	-	2018-06-15	0	0	0	-	
8	800 Gateway Village	-	Mid-Rise	15683	-	Energy Efficiency	Smart grid/smart building technologies	Whole Building	0	-	2018-06-01	0	0	0	-	
9	800 Gateway Village	-	Mid-Rise	15684	-	Water Efficiency	Monitoring Of Water Subsystems	-	0	-	2018-06-13	0	0	0	-	
10	800 Gateway Village	-	Mid-Rise	15685	-	Water Efficiency	Cooling Tower Water Management	Whole Building	0	Cubic Meters	2018-12-31	0	0	920	-	
11	900 Gateway Village	-	Mid-Rise	15686	-	Energy Efficiency	Building Energy Management Systems Upgrades/Replacement	Whole Building	0	-	2018-05-31	0	0	0	-	
12	900 Gateway Village	-	Mid-Rise	15687	-	Energy Efficiency	Smart grid/smart building technologies	Whole Building	0	-	2018-06-01	0	0	0	-	
13	900 Gateway Village	-	Mid-Rise	15688	-	Water Efficiency	Cooling Tower Water Management	-	0	-	2018-05-07	0	0	0	-	
14	900 Gateway Village	-	Mid-Rise	15689	-	Water Efficiency	Other	-	0	-	2018-06-31	0	0	0	-	
15	900 Gateway Village	-	Mid-Rise	15690	-	Water Efficiency	Reuse Of Storm Water And/Or Grey Water For Non-	Whole Building	0	Cubic Meters	2018-12-31	0	0	2,333	-	

Efficiency Conservation Measures (ECM) Project Tracking



Shell Energy Inside™

**Comprehensive Energy Solutions for
Commercial and Industrial Businesses**



Agenda

1

Why Shell?

2

Overview of Shell Energy Inside™

3

Case Study

4

Q & A

Shell is strengthening its position as a leading energy company

- Aim to make **power** a significant business for the company
- Investing up to **\$2 billion annually** in New Energies business
- Executive compensation tied to **GHG reduction** from company operations

“The world must change the way it uses energy, and Shell must help to make this happen by providing solutions that can help our customers reduce their emissions.”

- Ben van Beurden, Shell CEO

Shell Energy Inside™ helps customers reduce costs, increase reliability of energy systems, and achieve sustainability goals



Cost Reduction

Shell Energy Inside™ unlocks **energy and operational savings** with limited investment of time and capital



Reliability

Shell Energy Inside™ provides upgraded energy systems with **guaranteed performance** and **maintenance included** at no additional cost



Sustainability

Shell Energy Inside™ helps customers **achieve sustainability goals** that are good for the planet and the bottom line

Shell Energy Inside™ comprises a wide range of light-touch, high-value energy solutions



**Metering &
Controls**



**HVAC
Systems**



**LED
Lighting**



**Utility Bill
Management**



**Sustainability
Reporting**

Powered by  **goby**



Our approach

1

Assess

2

Recommend

3

Implement

4

Optimize and Report

Collect and analyze customer inputs to make informed, data-driven recommendations

- Predictive energy spend and savings calculator
- Utility bill intake and analysis
- Targeted on-site energy audits
- Submetering and HVAC performance reporting



Provide recommendations for multi-phase deployment of energy solutions

- Start with light-touch, high-value solutions with immediate payback
- Develop replacement schedule based on age and performance of individual assets
- Evaluate additional energy solutions to meet specific customer needs

Example deployment plan:





Implement solutions at a
**lower, more-predictable
cost than traditional asset
ownership/maintenance**



\$0 upfront investment



Fixed monthly payment can be treated
as operating expense (off balance sheet)

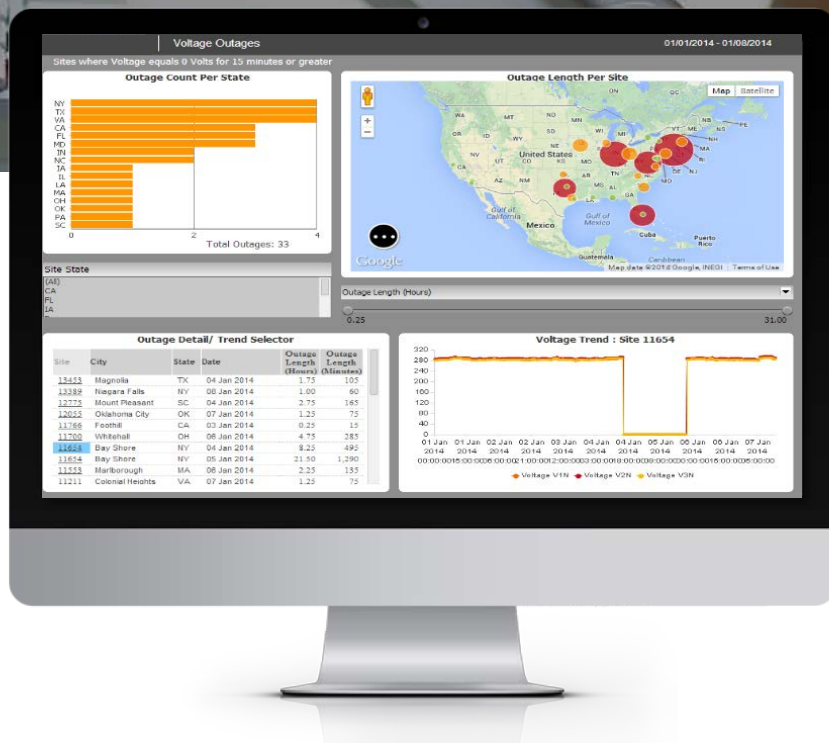


Preventative and reactive **maintenance
included** at no additional cost



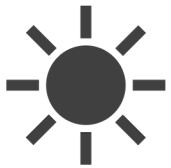
Guaranteed equipment performance
for entire contract term

Provide savings updates and ongoing recommendations to optimize site performance



- Monthly energy savings reporting
- Quarterly comprehensive account review
- System optimization through advanced analytics, reporting, and alarms
- 24/7 technical support

Explore additional opportunities delivered by Shell New Energies



Solar



**Green Power
Supply**



**Demand
Response**



**EV Charging
Infrastructure**



**Battery
Storage**

Case study: Green Street Academy

Green Street Academy (GSA) is a grade 6-12 public charter school in West Baltimore with a mission to prepare students for college and careers in sustainable technology.

- \$28M facility gut and rehab in 2015; **all new energy systems** installed
- Includes 100,000 sqft of fully renovated academic space
- 2nd largest **LEED Platinum** public school facility in the US
- 2018 Green School of the Year

Despite the recent rebuild, GSA faced several **challenges related to its energy systems:**

- Cold classrooms during winter led to **frequent complaints** from students and staff
- Out-of-warranty heating, cooling, lighting, and control systems **were not commissioned properly** and had begun to fail
- Too much time spent by key staff members **troubleshooting issues** and working with various contractors to fix systems
- Spiky, **unpredictable facility maintenance expenses** led to budget uncertainty

Case study: Green Street Academy

- Through the **Shell Energy Inside™** program, GSA was able to transition responsibility for all energy systems to Shell for a **lower, more-predictable cost** than maintaining the systems themselves.
- In exchange for a **fixed monthly payment**, Shell guarantees that all HVAC, lighting, and controls **work properly**, and the monthly payment is reduced until any problem is fully resolved.
- Over 10 years, GSA **eliminates volatile repair costs**, transitions from three vendor relationships to one, and sees **> 30% cost savings**.

10 year current vendors costs

\$664,543

10 year subscription costs

\$459,295

Costs are net of expected utility bill savings

Services include:

- Preventative maintenance
- Recommissioning HVAC and BAS
- Repairs and replacement
- BGE rebate processing

Questions?



Brendan Endicott

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