#### **Webinar:** Improving business performance through energy efficiency

11.05.2020



## **Our speakers**



**Brendan Endicott** Business Development Shell New Energies



**Helee Lev** CRO Goby

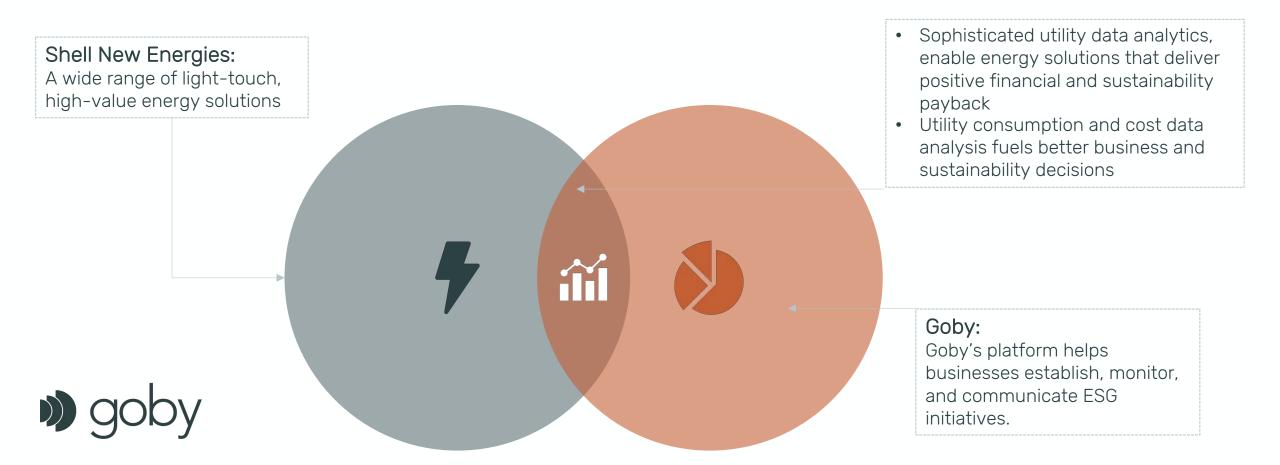


**Carrie Buth** Solutions Engineer Goby



# **Better together**

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



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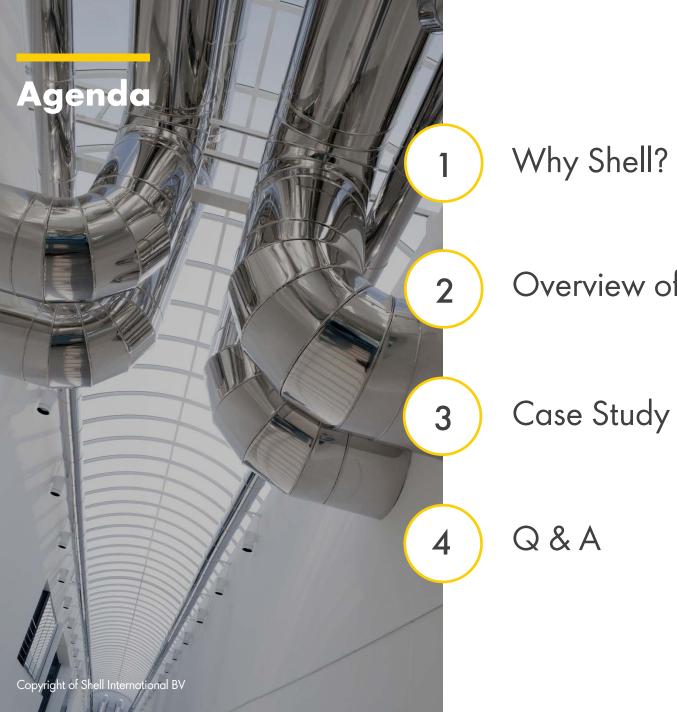
Efficiency Conservation Measures (ECM) Project Tracking



### Shell Energy Inside<sup>™</sup>

Comprehensive Energy Solutions for Commercial and Industrial Businesses

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Why Shell?

Overview of Shell Energy Inside™

# 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<sup>™</sup> helps customers reduce costs, increase reliability of energy systems, and achieve sustainability goals

#### **Cost Reduction**

Shell Energy Inside<sup>™</sup> unlocks energy and operational savings with limited investment of time and capital

#### Reliability

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

#### **Sustainability**

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







# 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:

Exterior LED lighting



- Interior LED lighting
- Replacement of HVAC units as they approach end-of-life
- Evaluation of solar, storage, EV charging, etc.

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





Green Power Supply

EV Charging Infrastructure

Demand

Response

Battery Storage

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#### 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<sup>™</sup> 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.



#### Services include:

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

## **Questions?**





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