



**Talk to the experts
in reducing energy costs...**

...and improve your financial performance



Profit from our experience



Energy costs are rising - are you up to the challenge?

One of the biggest challenges facing business today, whether in manufacturing, office, retail or service environments is rising energy costs.

This can have a significant negative impact on a company's financial performance, biting deeply into hard earned profits – at a time when shareholders are demanding a better return on their investment.

Reacting to this challenge is not easy, especially when there are so many aspects involved in understanding your current position – let alone what real savings can be sensibly achieved.

So, who do you turn to? Who can give you the right answers and the right future proof tactics?

In a nutshell, you need to talk to experts that have proven experience in reducing energy costs, which is why the MELSMART Energy Centre is here to help you profit from our experience.

How electricity prices have been rising*

2003	£27.7/MWh
2004	£29.4/MWh
2005	£39.4/MWh

*Based on DTI energy statistics for the 3rd quarter of years 2003, 2004, 2005 for industrial sector users

Sustained improvement in energy performance
will lead to a significant cost reduction



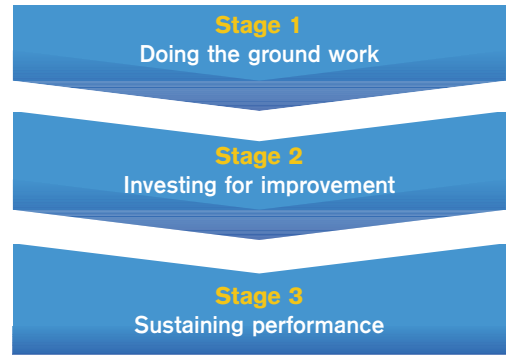
Achieving the right solution for you

Developing a Solution

There can be many processes involved in delivering a comprehensive energy management solution.

Broadly, however, these processes can be seen as making up three key stages, each of which is vital in order to progressively deliver the best possible solution for your organisation.

Firstly, the ground work is done to assess current performance and eliminate wasteful practices. Then, more detailed work is required to develop and implement a viable investment strategy to embed improvements in energy efficiency into plant and processes. Finally, mechanisms are put in place to sustain the improvements in performance in the future.



From start to finish the MELSMART Energy Centre has a comprehensive solution to suit

Stage 1
Doing the ground work

Typically 'doing the ground work', consists of building up a database of past energy performance to establish base lines, trends and patterns of consumption; setting up a suitable reporting system for future performance monitoring; carrying out basic energy surveys of building, plant, equipment and processes to obtain an initial understanding of how and where the energy is being consumed, identifying all areas of obvious waste and implementing corrective measures where possible.

Stage 2
Investing for improvement

The second stage reflects the fact that many of the improvements in energy performance are likely to be obtained through the adoption of more energy efficient technologies rather than the elimination of wastage as in the initial stage.

To properly assess what needs to be done and produce an accurate cost/benefit analysis for each of the potential investments, a much more in-depth investigation of the significant energy consuming areas, in the form of an Energy Audit, is required.

The results of the Audit will be discussed with your management and an Action Plan produced, setting out which recommendations have been agreed and how and when they are to be implemented.

Proposals for the specific products and services required in the Action Plan will then be put forward by the appropriate Energy Centre partners, with the Energy Centre team providing supporting services such as project management, requirement specification and post completion review.

Stage 3
Sustaining performance

The third stage, 'sustaining performance', involves implementing whatever systems and procedures are necessary to, at least, maintain the performance improvements achieved in the earlier stages and, preferably, support a process of continuous improvement thereafter. Typically, this means setting up and operating a Monitoring and Targeting (M&T) system.

It is important to recognise that, before implementing an M&T system, careful thought should be given to both the information requirements within the context of the levels of energy consumption to be managed and the possible mechanisms for collecting the data and for monitoring and reacting to the information produced.

As part of the Energy Centre service, we will use our experience to specify and implement an M&T solution that is efficient and effective from both a cost and an operational point of view.



The benefits

The benefits that are obtainable from a programme will vary according to the type of organisation, the amount of work it has already done in the past to improve energy performance and the level of investment they are willing to make in more efficient technologies.

However, the UK Government estimates that the average organisation wastes 20% to 25% of the energy it purchases so that is perhaps a good rough guide to what might be achieved.

Our own experience suggests that, for a typical organisation that has done little in the way of energy improvement, it would be reasonable to expect that about 15% improvement could be achieved with little investment and 25% or more with a reasonable investment (e.g. a 2 year pay back).

The Next Step

If you would like to find out more about how our structured energy management programmes could help you to reduce your energy costs, please contact us.

You can call our **energy team** on
0870 330 0349

Or visit our web site at
www.energycentre.org.uk

profit from our experience



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The MELSMART Energy Centre is a Mitsubishi initiative.