

## Need

A global business providing integrated power systems for use on land, at sea, and in the air sought to better manage and reduce energy use across its organization. This presented a significant challenge for this \$93 billion corporation with four distinct businesses in civil aerospace, defense aerospace, marine, and energy products and with offices and manufacturing facilities in over 50 countries. The company's desire for integrated energy management required coordinated communication among all business units and across existing systems.

## Solution

AEA/Project Performance Corporation (PPC) assisted the company in technical and strategic capacities to build a comprehensive global energy management program. Our consultants analyzed the company's existing systems and documentation and compiled a suite of management and technology-based recommendations that would ensure that existing systems were functioning properly and then upgraded to improve the integration of business energy management goals.

## Value delivered

Our energy management consultants assessed the strengths and weaknesses of the company's energy management practices in different areas of its global operations. AEA/PPC introduced the steps required to establish an integrated, company-wide, approach to energy management and demonstrated that adopting absolute energy and GHG reduction targets was desirable, in light of the expected expansion of operations, and that those targets could be achieved in a cost effective manner.

Next steps included a company-wide stakeholder participation initiative, managed by AEA/PPC specialists, that formulated the requirements-gathering and stakeholder feedback processes. One outcome of this process was the recommendation to form a cross-functional steering group to establish roles and responsibilities for managing corporate energy use.

AEA/PPC staff have been involved in implementing these recommendations. We are identifying and rolling out metering technologies where the identified need was greatest and are managing a sustainable energy investment pipeline to ensure that the most cost effective projects available to the company are deployed in a timely manner. We also assisted in the recruitment of a Global Energy and Environment Manager by defining the nature, and qualifications for, the position.

*"We have worked with AEA to review our global approach to how we manage, use and target energy and carbon. We have been very impressed with their level of support and consider them a long term strategic partner in this area."*

**-Rolls-Royce's Global Energy Manager, Tim Sullivan**



*The program identified a total of 168 GWh of potential energy savings with an average payback of 1.1 years.*

## Why AEA/PPC?

This global company chose AEA/PPC because of our unparalleled expertise managing complex and long-running energy and carbon emission reduction projects. With offices in the U.K., the U.S., and China, AEA/PPC has helped over 300 organizations save \$1.6 billion in energy costs and reduce 2 million tons of carbon dioxide. In the U.S., AEA/PPC manages the world's largest industrial energy efficiency program helping over 40 global manufacturing firms reduce energy and develop energy management policies and strategies. Over the last 20 years, our energy experts have developed resource efficiency plans to integrate energy and sustainability management programs into all areas of a customer's business, bringing cost savings through practical resource savings, renewable technology deployments, and behavioral change initiatives.