

Power TakeOff

Data Driven Savings.



AMI for SMB

Presented By: Peter Widmer

About Power TakeOff

12+ years utility experience

- Software and analytics driven
- Non-residential
- Virtual and remote

Data based services

- Efficiency engagement
 - Pinpointed, 1 to 1 conversations
 - Curated, systems driven recommendations



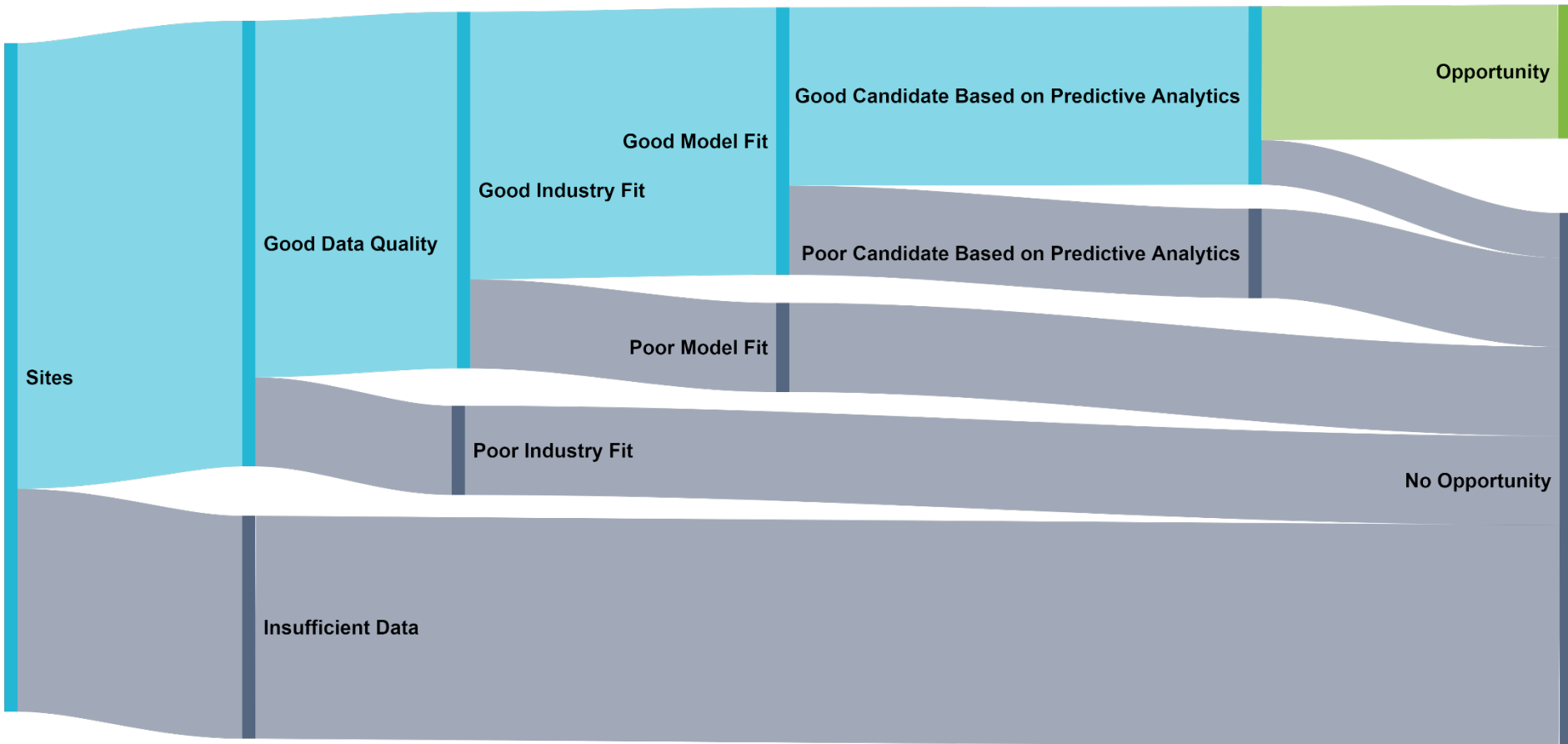
Virtual Commissioning (VCx)

What is Virtual Commissioning (VCx)?

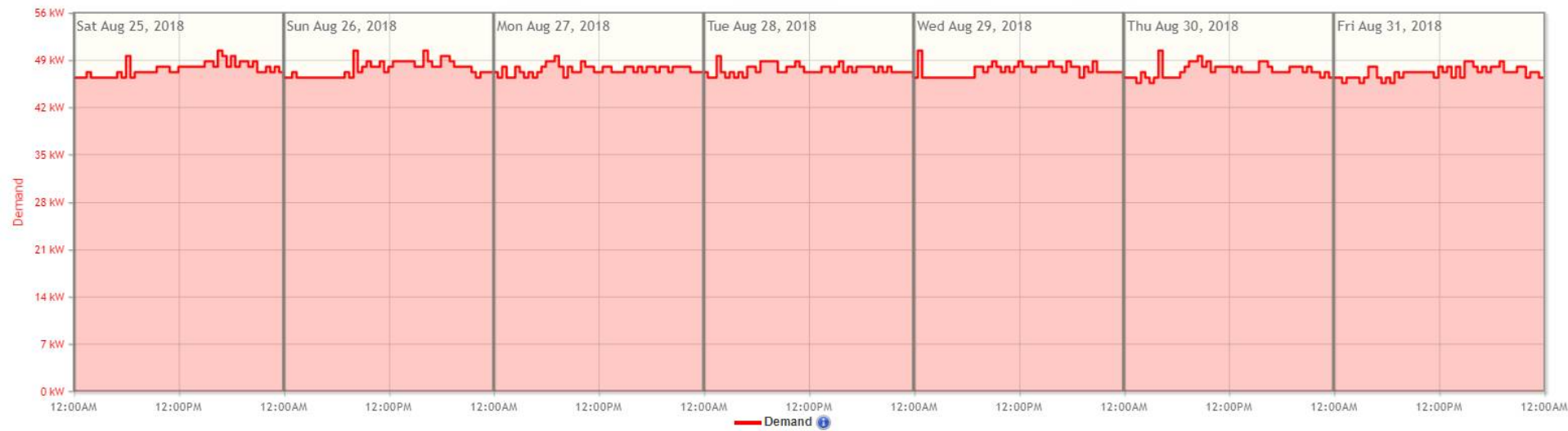
- Data driven prospect identification
 - Typically less than peak 500 kW meters
- Remote and virtual program delivery
- Traditional Cx measures (*not behavioral*)
- M&V 2.0 / NMEC identified and verified savings
- Ongoing Cx engagement
 - Monitor for savings persistence and new opportunities



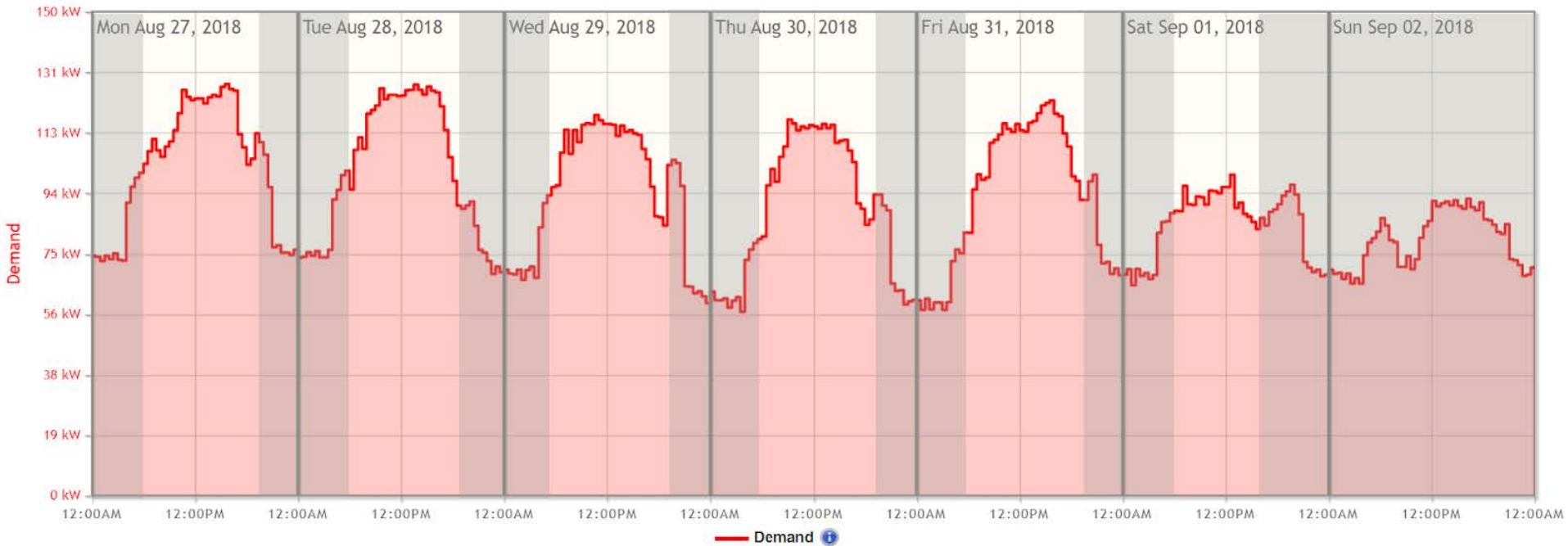
Step 1: Data Analysis



Participant Example 1 – Retail Store



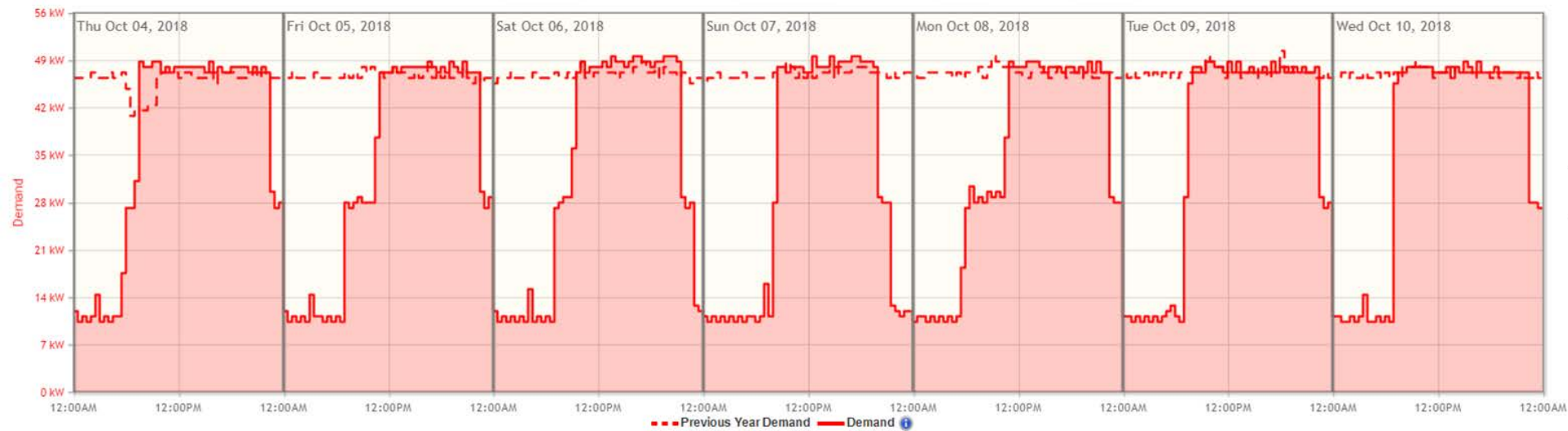
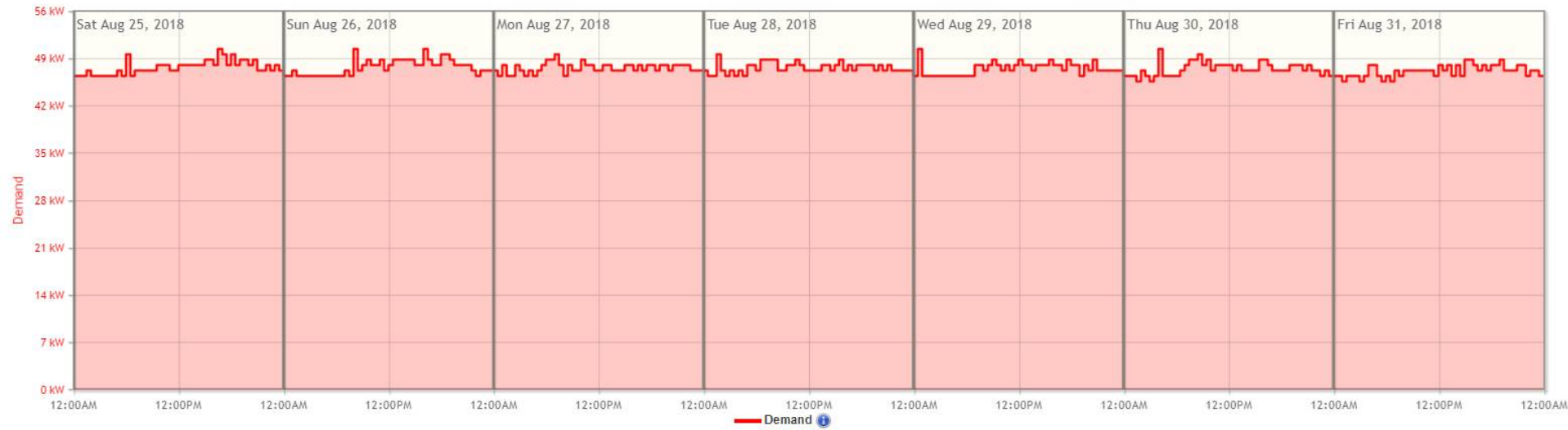
Participant Example 2 – Bank Branch



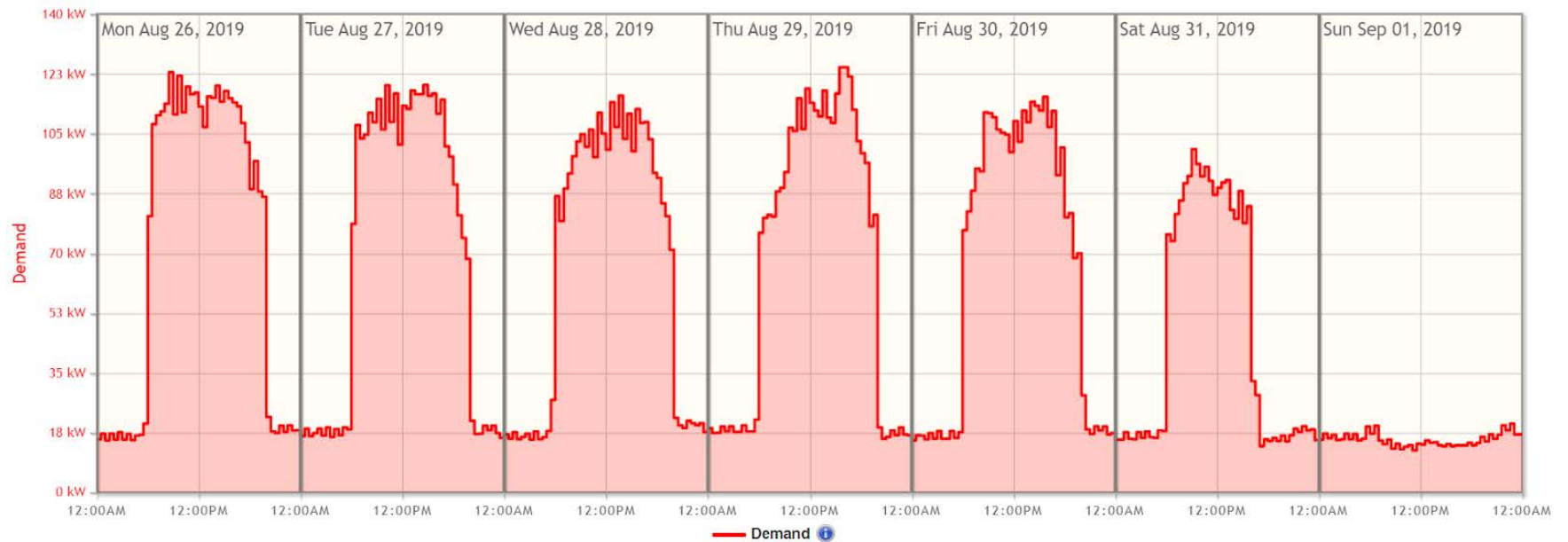
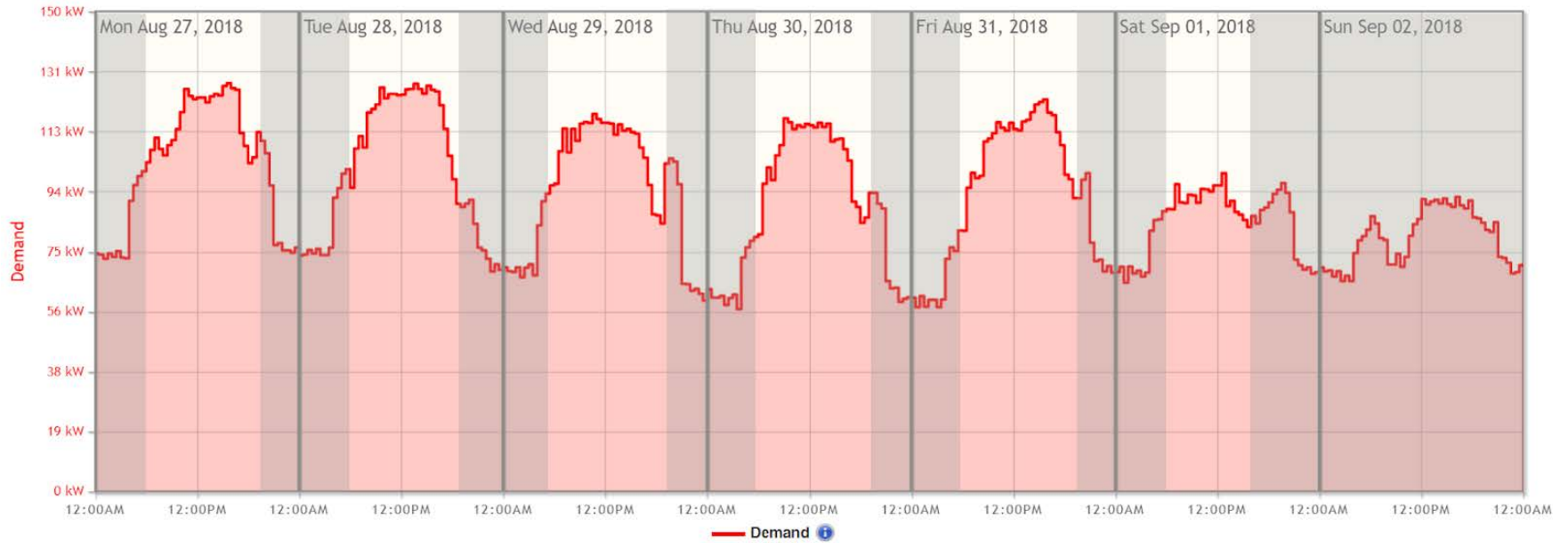
Step 2: Engagement



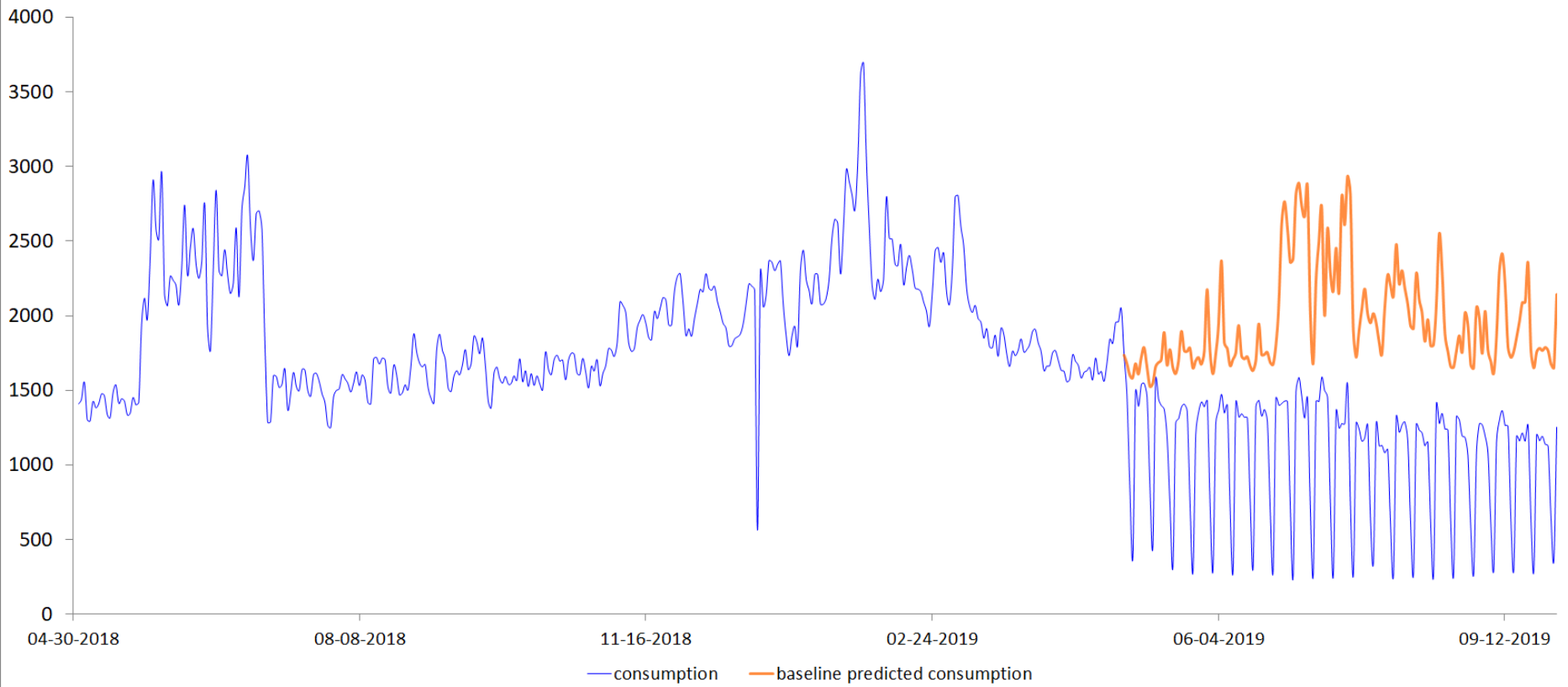
Participant Example 1 – Retail Store



Participant Example 2 – Bank Branch



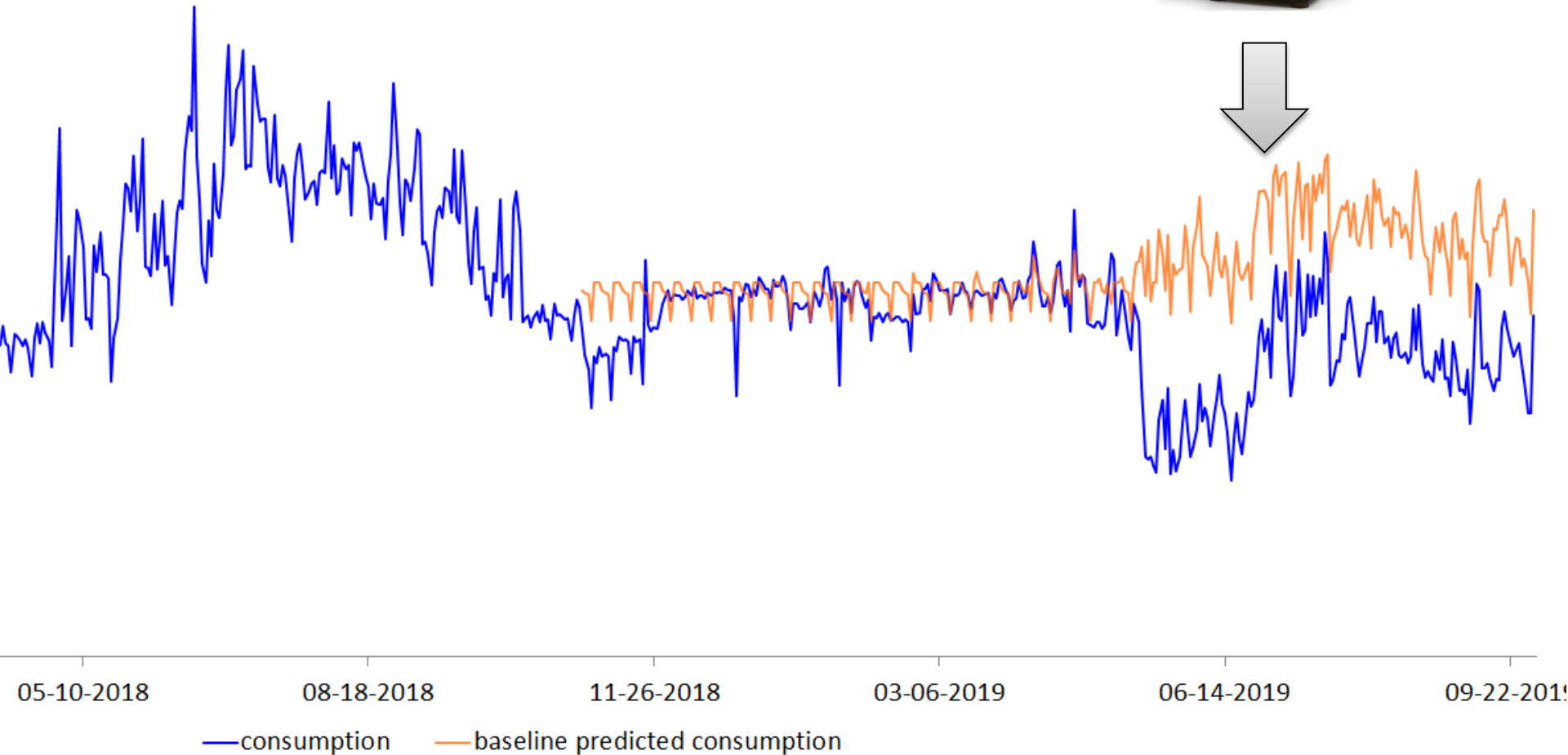
Step 3: M&V



Step 4: Prescriptive Referrals



Step 5: Monitoring *and Re-engagement*



VCx Program Success

■ Initial Goals ■ Additional (Requested) Achievement



Notable Program Achievements

Measure EUL

8.6 Years

Average Annualized Savings

13.7%

Savings Persistence

96%

Participants <100kW

61%

First-time DSM Participants

81%

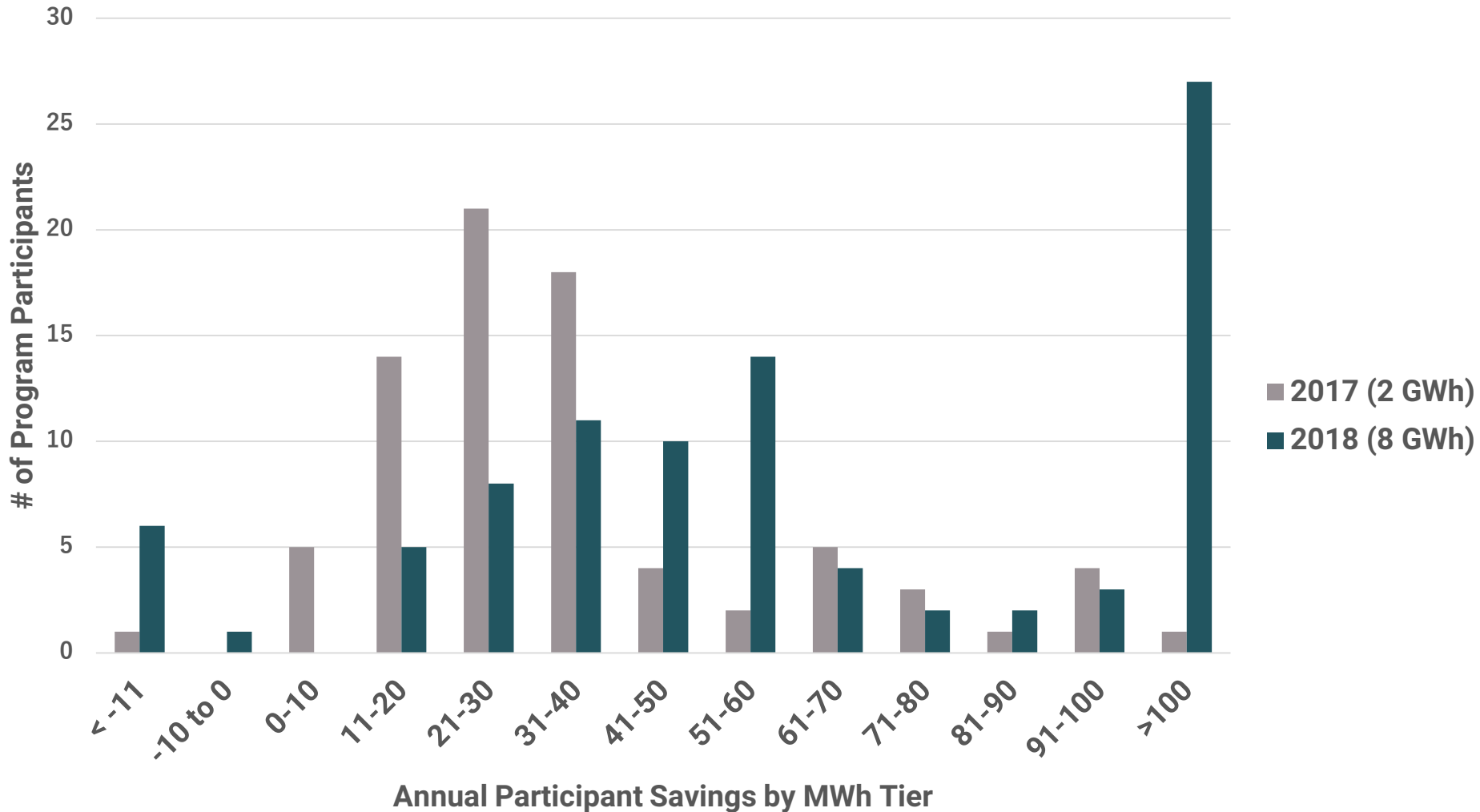


Q&A Discussion

Peter Widmer
303-803-8020
Peter.Widmer@PowerTakeOff.com

2017/18 VCx Program Results

Savings by Account



2018 Participants by Peak kW

