



**A LARGE CONSUMER ELECTRONICS RETAILER SWITCHED TO RESULTS**

**Over 15% annual savings realized on energy expenditure.**

**The Need:**

- Achieve energy savings targets across 1000+ stores in USA by partnering with strategic energy management services provider.
- Transform store operations to minimize store associates' effort.
- Reduce greenhouse gas emissions of the store network by 20% by 2020.
- Enhance customer in-store experience by moving from reactive to proactive management of services.
- Manage heterogeneous vendor environment for electrical and HVAC services across 50 states.



**1100+** retail stores | **40+ Mn sq ft** of retail space | **100,000** assets including HVAC units, lighting circuits, sensors and meters

**ANALYZE**

**The Solution:**

- Integrated Energy Management Platform with existing building automations, protecting investments.
- 24x7 Energy Operations Center to proactively monitor & troubleshoot HVAC and electrical assets through the Energy Management Platform.
- Work with stores & utility providers on demand response & peak load shaving.
- Continuous identification and commissioning of energy saving strategies through dynamic control of connected stores.

**20 Mn** data records processed per day

**ACHIEVE**

Over **150** Bn Wh saved | Remote call resolution improved by **15%**, saving dispatch costs

**The Results:**

- Contributed to achieving US Department of Energy Better Buildings Challenge goals 6 years ahead of schedule. Moved to top performer position in CDLI in 2 years.
- Standardization of policies for store associates & customer comfort across all stores.
- Achieved zero errors for holiday schedules.
- Achieved operational efficiency in managing and maintaining lighting, HVAC and plug load across the chain with over 60% remote resolutions.
- Structured service management across vendors for superior service.

**ACCELERATE**

**The Future:**

- Transform maintenance management of energy assets to data analytics based predictive maintenance.
- Further reduce electricity demand in line with consumption reduction results.

