

# National Grid Industrial Initiative



Presented by: Ron Gillooly – January 16, 2020

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# For discussion today

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- > The National Grid Industrial Initiative
- > The Process
  - > Tech Check
  - > Project Work Book (PAW)
- > Customer samples
- > Results
- > Questions

# National Grid Industrial Initiative

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- > The industrial sector has significant and unique energy needs, which require personalized advisory services and customized solutions to address production and process-related challenges.
- > Our staff includes three Industrial Assessment Center (UMass) trained Energy Advisors. One former Plant Engineer. Three representatives that worked for a Rockwell/Allen Bradley Distributor and other supporting staff.
- > National Grid has developed a streamlined approach to deliver these services cost effectively and efficiently.

# The Process

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- > Customer Engagement – National Grid. Leidos also obtains leads from the trade ally community through our outreach.
- > Site visit/Walk thru. Followed by a One Page Report/Summary of measures. Begin with at least one measure.
- > Tech Check – Outline measure(s) and assumptions for pre approval with NGRID tech staff.
- > Develop and submit project workbook (PAW)
- > Incentive approved
- > Leidos provides Project Management throughout the entire project cycle managed in our CRM

# A data driven approach “what is in your trunk”?



# We have been working with all customer sizes

For example teaming with the RI team we have assisted a large manufacturer process 16 projects that have resulted in \$500,000 in annual savings.

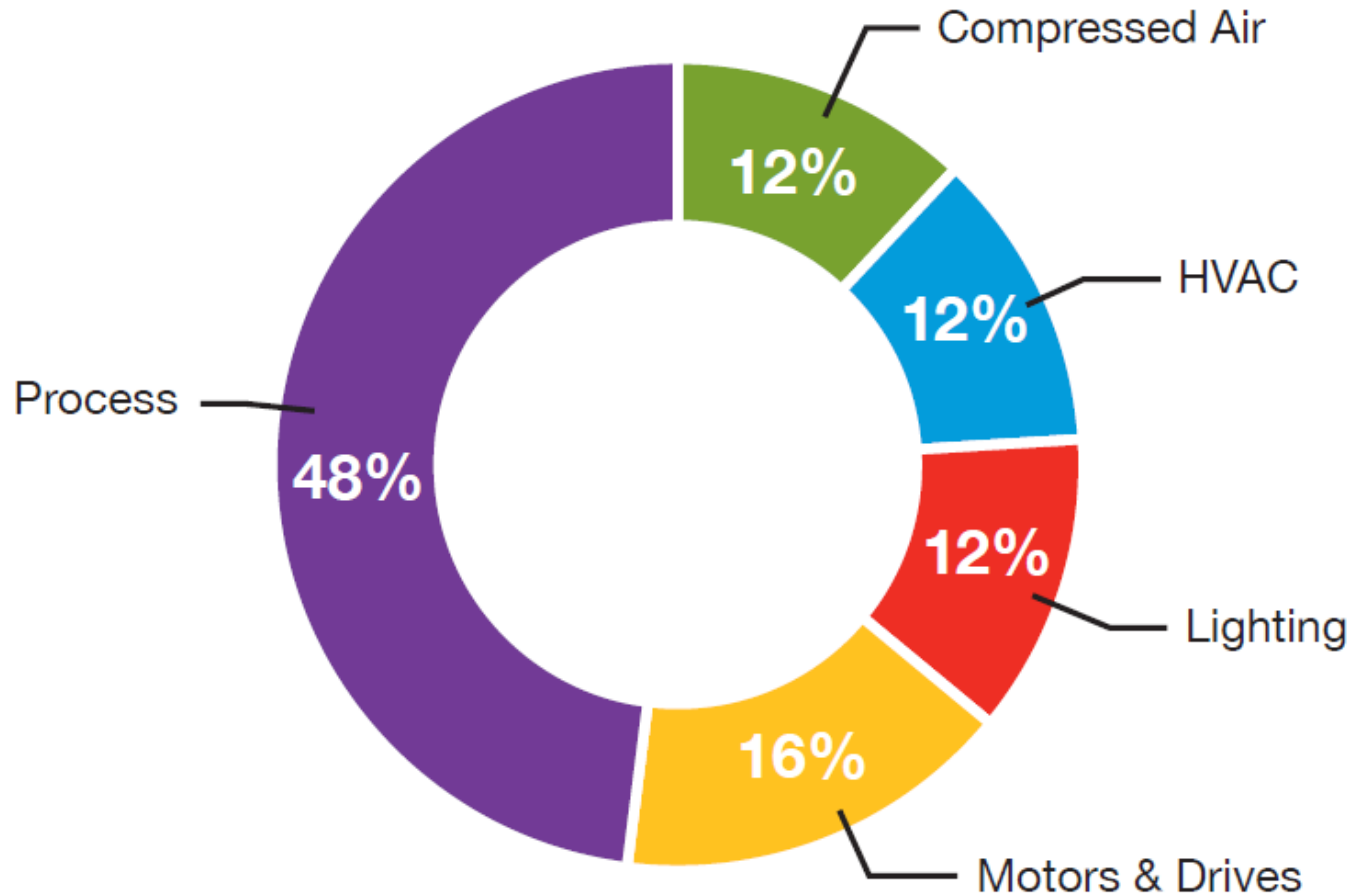


We assisted a medium sized textile manufacture install VFDs that saves \$84,000 annually.



We assisted a small beer distributor with a new refrigeration system that saves \$30,000 annually.

# Process and mechanical dominate the measure mix



# Leidos Contributions to 2019 Goals

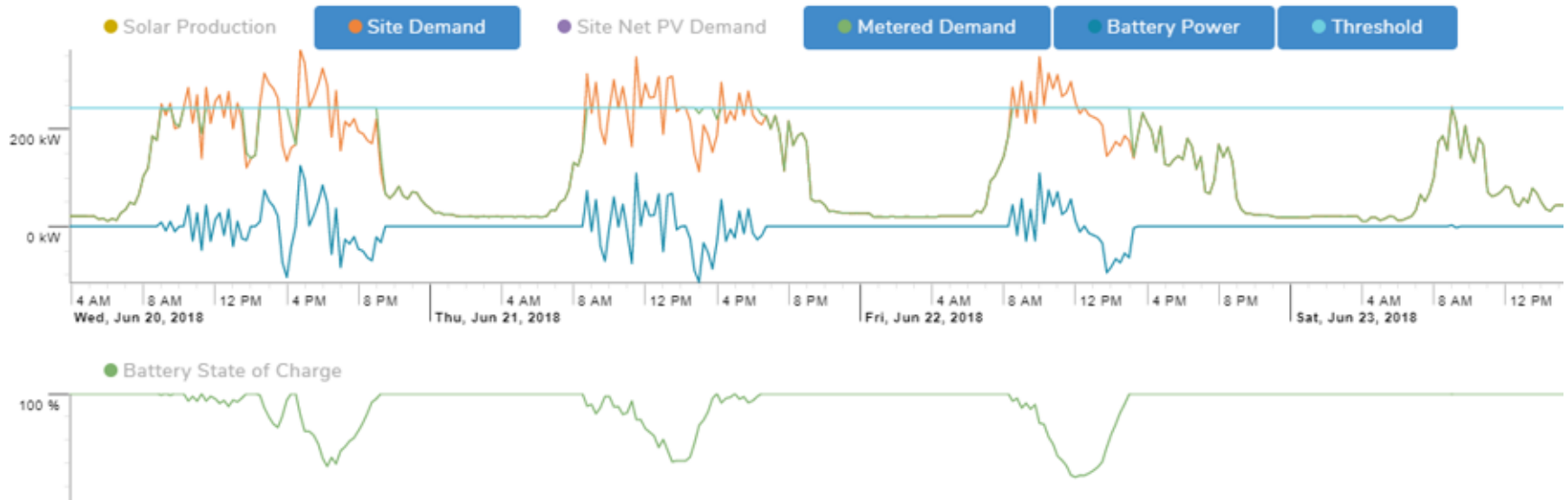
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- > Leidos implemented ~80 projects with 40 different customers to achieve >11% of Rhode Island's 2019 Annual Energy Efficiency C&I Electric savings
- > Leidos implemented ~19 projects with more than 18 different customers to achieve >14% of Rhode Island's 2019 Annual Energy Efficiency C&I Therm savings



# We see an increasing interest in storage (Daily Dispatch)

## Daily Dispatch Program – Demand Reduction – Printing Company



# Questions?

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Thank you!

Ron Gillooly, C.E.M.

Industrial Energy Program Director

Leidos Engineering

(508) 922-6835

[ronald.c.gillooly@leidos.com](mailto:ronald.c.gillooly@leidos.com)