

## ENERGY SMART INDUSTRIAL (ESI) PROGRAM assists utility customers and industrial facilities in achieving cost-effective energy savings.

The ESI program works with industrial facilities through their local public utility to deliver energy savings in all industrial market segments including: pulp and paper, high-tech manufacturing, food processing, lumber and wood products, water and wastewater, general manufacturing, and more.

The program offers a wide variety of options for all industry sizes and budget levels.

Dedicated program delivery managers provide technical expertise and support to assure industrial projects meet quality assurance standards and deliver reliable energy savings.

The ESI program includes a complete portfolio of complementary program components for a diverse range of systems and measures. From traditional capital retrofits to new construction design upgrades and Strategic Energy Management, ESI program staff are committed to helping the region's industries become more energy efficient.

### ESI PROGRAM

Administered by BPA

#### PROGRAM PORTFOLIO

- Best-in-class technical resources
- Consistent program design, delivery, and incentive structures
- Responsive to end-user needs
- Focus on operations and maintenance (O&M) opportunities
- Strong relationships with trade allies
- Synergy with regional industrial efficiency initiatives and peer utility demand-side management (DSM) programs



## ESI Program Overview

### PROGRAM COMPONENTS

**Custom Projects** encompass retrofit, expansion, and new construction energy efficiency projects. The ESI program helps you acquire and install the most energy efficient equipment and processes in the industry.

**Strategic Energy Management (SEM)** provides training and support helping industrial facilities integrate energy management into their core business practices. SEM applies the principles and practices of continuous improvement to energy management within end-user organizations.

**Energy Project Managers (EPM)** support dedicated staff resources for electrical energy projects, with the objective of increasing the number of industrial projects implemented. Participating industries set an annual, verifiable energy savings goal and receive co-funding proportionate to the goal.

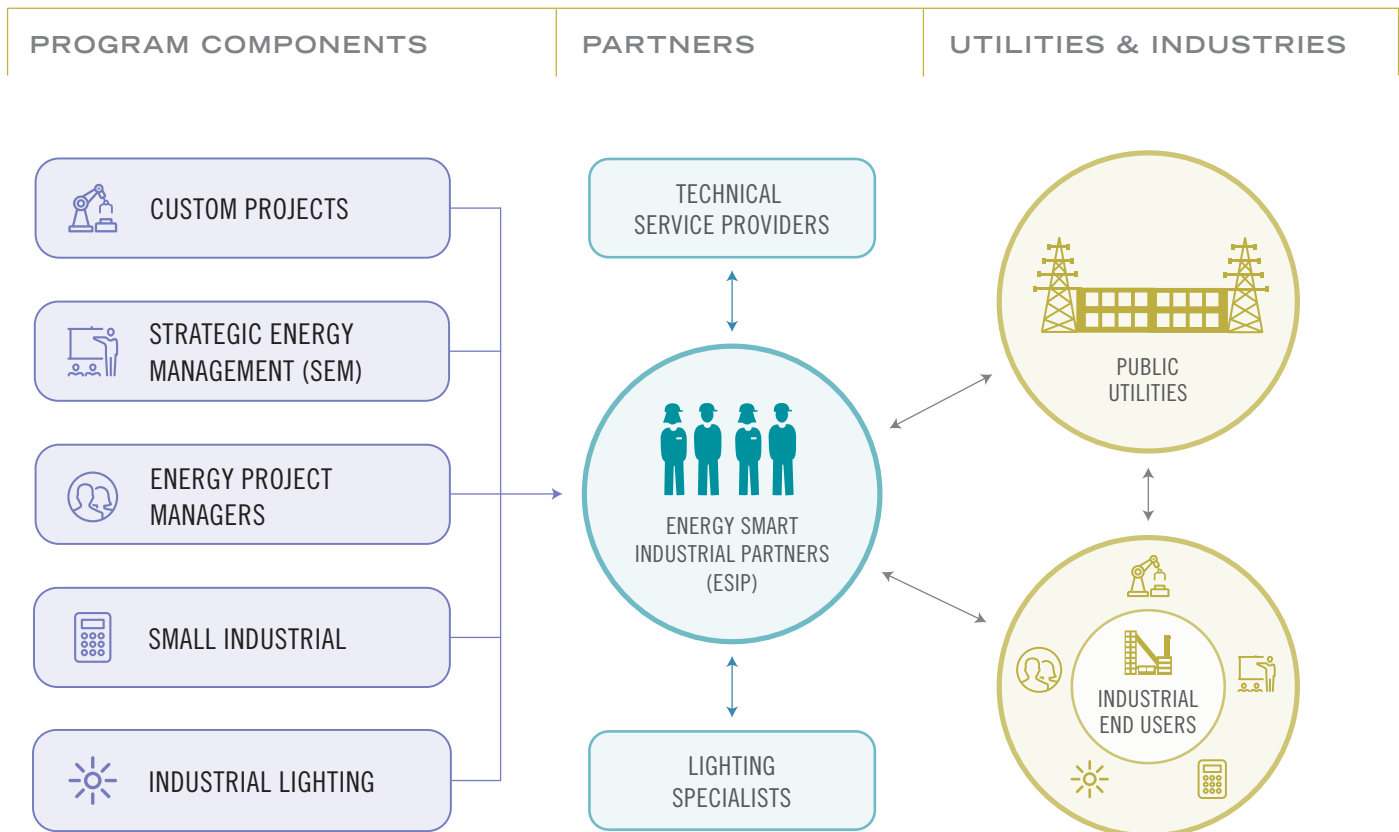
**Small Industrial (SI)** provides a cost-effective mechanism supporting specific efficiency measures when the energy savings analysis can be streamlined when compared to typical industrial custom projects. This helps ESI serve small-to-medium size industrial facilities that may otherwise be unable to pursue larger projects.

**Industrial Lighting** is an extension of Trade Ally Network NW that focuses on driving more industrial lighting projects. Industrial Lighting Specialists are assigned to participating utilities to assist with these efforts.

### PARTNERS

**Technical Service Providers (TSP)** deliver facility scoping assessments, investment-grade project assessments, and post-installation measurement and verification studies. SEM TSPs support industrial participants by providing organizational coaching and training.

**Energy Smart Industrial Partners (EPM)** are dedicated industrial energy efficiency experts assigned by ESI to serve as a single point-of-contact for utilities, helping coordinate the program and its many resources. Utilities remain the face of industrial energy efficiency & define the “rules of engagement” for ESIP interaction with end users.



The ESI program is sponsored by your local public utility and BPA. Learn more at [www.EnergySmartIndustrial.com](http://www.EnergySmartIndustrial.com)