

## The hidden resource every CEO should know about

You might not have one on your team. But if you do, you're in business. Dedicated energy managers hired through the IESO's Industrial Accelerator Energy Manager Program are trained to find energy savings, make smart energy investments, boost their organization's bottom-line and unleash competitive advantage. Can your business afford not to hire one?



Behdad Bahrami, Energy Manager, Vision Extrusions Ltd

## Start saving today

The Industrial Accelerator Program (IAP) is an incentive program designed specifically for transmission-connected facilities across Ontario. Tailored to support energy-efficient capital investments, the four programs that fall under the IAP banner include:

- Retrofit
- Process & Systems (including Small Capital Projects)
- High Performance New Construction
- Energy Managers

Contact an IESO Business Manager at [ia@ieso.ca](mailto:ia@ieso.ca) or visit [www.industrialaccelerator.ca](http://www.industrialaccelerator.ca) for more information.

*"The best part about being an energy manager is that I'm helping my company to stay competitive. The less energy we use, the more efficient we are. And the more efficient we are, the more we're helping Ontario to stay competitive"*

# Energy managers mean business

Energy costs can make up a significant portion of total operating costs. They can eat into your company's bottom-line and weaken your competitive position.

But businesses across Ontario are going on the offensive. Increasingly, they're hiring dedicated energy managers through the IESO's Embedded Energy Manager Program to help them to lay the foundation for sustainable energy savings.

## The big picture

Hiring a qualified energy manager is a sound business decision. They have the technical expertise to recommend energy-saving equipment and technology that are right for your business.

And they have the project management skills required to implement your business' energy management strategy – working directly with your operations team and/or external vendors to get things done in a way that will benefit your company's bottom-line.

## A strategic resource

Energy managers who participate in the IESO's Embedded Energy Manager Program are trained to look for ways to improve their organization's competitive position through proactive energy management.

Their job consists of:

- Performing energy audits and feasibility studies
- Coordinating energy retrofits and measuring energy savings
- Monitoring equipment and plant performance
- Leading energy conservation awareness programs
- Identifying energy-saving technology and incentive programs to help save energy

## Get results quickly

When you hire an energy manager through the IESO's Embedded Energy Manager Program (or the saveONenergy Energy Manager Program offered through your local electricity distribution company), you get the benefit of having a full-time resource on-site who is dedicated to energy management.

- Their employment contract is a minimum of two years, renewable up to a maximum of five years.
- The minimum annual savings target is 2,000 megawatt-hours.
- Your business receives an up-front payment of \$50,000, with available incentives up to \$200,000 based on documented performance.
- The total incentive is equal to total savings multiplied by \$40/megawatt-hour to a maximum of \$200,000.

*"The great thing about this program is my job can pay for itself through electricity savings. Any incremental savings go directly back into the business. That's an investment in local jobs, the local economy and also Ontario's future."*

Adam Murree, Energy Manager, Atlantic Packaging Products Ltd.

IndustrialAccelerator

