



National Grocery Chain Case Study

MAIN OBJECTIVE

4% Energy Reduction in 2016 with NO Capital Expenditure!

BACKGROUND

A National Grocery Chain needed to immediately reduce their energy expenditure by repurposing their current facility spend. The enterprise-wide energy savings goal for 2016 was 4% over 193 locations.

Traditional efficiency projects, such as LED retrofits, VFD's and high efficiency appliance upgrades require capital investment whereas this client's focus required leveraging existing infrastructure and data sources to capitalize on immediate savings opportunities. After comparing various energy management solution providers, which included a competitive pilot, Phoenix Energy Technologies was awarded the opportunity.

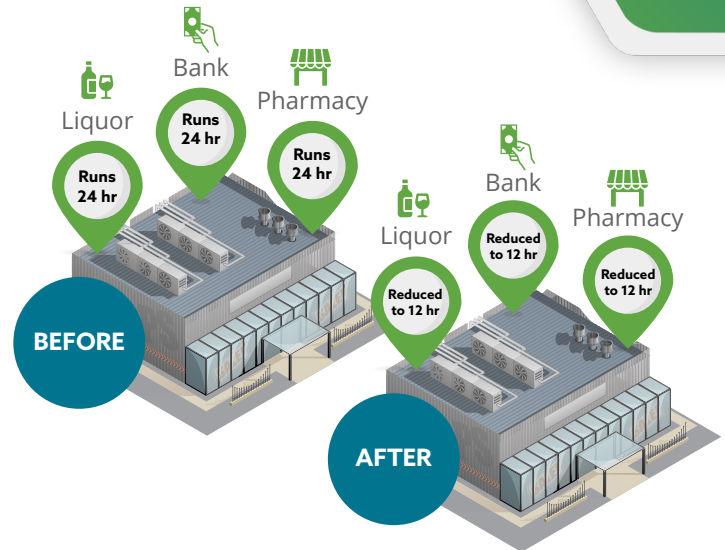
Why Phoenix Energy Technologies was selected:

- An enterprise-wide consultative approach
- Expertise in the control systems and business process
- Gateway technology that connects to refrigeration control systems

**TECHNOLOGY + BUSINESS
PROCESS = RESULTS**

THE PHOENIX ENERGY TECHNOLOGIES SOLUTION

- 1 PROFILE** Detailed profiles for each location were created to analyze current HVAC schedules including: fan mode as well as cooling and heating set points
- 2 IDENTIFY** Third party spaces, such as banks, pharmacies and liquor stores were running HVAC schedules that far exceeded their operating hours
- 3 RE-COMMISSION** HVAC schedules were adjusted to more accurately reflect the actual operating hours



\$1-1.5m in savings!

Simply by Reducing the Energy Used in 3rd Party Spaces

**CURRENT PROJECTED SAVINGS WILL
MEET THE 4% SAVINGS GOAL!**

RESULTS

- Client gained a full enterprise listing of units & schedules
- Phoenix Energy Technologies expertise and devoted project team relieved pressure from store managers to deliver energy savings
- Delivered projected 2016 savings of \$1-1.5M

NEXT STEPS

Phoenix Energy Technologies will deploy our Enterprise Energy Management software (EnterpriseDX®) for HVAC, Lighting and Refrigeration alarm management in Q4, 2016. Project scope will include EMS monitoring, 24/7/365 technical support plus dispatch and repair verification. Expected results include; additional energy savings, reduced maintenance costs through proactive asset management, and improved support to the vendor network.

* Program savings can reach an estimated 6-8% with a controlled compliance program affecting store override procedures. For more information, please visit www.phoenixet.com or email sales@phoenixet.com