

## THE COMPRESSED AIR CHALLENGE, INC. UTILITY PROGRAM SUPPORT PACKAGES

### Identify and capture energy savings by partnering on Compressed Air Challenge (CAC) trainings and follow-up.

CAC training sessions are a great way to educate end-use customers on the operation of their compressed air systems and how to improve their system efficiency.

#### *CAC training is effective.*

- Training is action oriented, applying best practices using a systems approach
- 76% of end-users reported making significant efficiency improvements after the training\*
- Highly cost-effective, yielding \$82 in energy savings for each training dollar spent\*

#### *Obtaining and capturing the resulting savings can be difficult.*

- Most programs do not do follow-up on the CAC trainings to capture the savings
- Customers are busy with other tasks after training is complete
- No comprehensive mechanism to capture and claim the energy savings

#### **CAC CAN HELP!**

CAC has developed a support package for the utility program to deploy that can both support the customers and provide additional claimable energy savings for the program.

\* DOE - Evaluation of the Compressed Air Challenge Training Program

### PROVEN SUCCESS STORIES

Three utility programs performed this type of follow-up resulting in significant savings with an average annual savings per customer of about 100,000 kWh which at \$0.10/kWh would result in a program benefit of \$10,000 per customer ([CAC Utility Case Study](#)).

### SUPPORT PACKAGE OPTIONS

<https://www.compressedairchallenge.org/training/utility-support-estimator>

#### **Expert Calls Customer (right after training) to Support Action Plan Development**

Within 3 weeks after training class completion the CAC can provide a compressed air expert to follow-up with the customer to ask if customer has any questions on the training.

#### **Expert Calls Customer (6 months after training) to Collect Information to Capture Savings from Completed Projects**

About 6 months after the training session an expert will call the customer to discover what projects the customer has completed. They will gather the appropriate information and estimate the savings for program to claim.

#### **High Level Site Visit After Training**

Expert to perform a high-level site visit after the training. We estimate that the savings potential from an expert site visit can be on the order of 10 to 20% of the compressed air energy usage.

#### **Call an Expert**

Another option is an additional number of hours to consult with a CAC expert after their training. This can allow them to get more remote, unbiased support for projects they are considering.

### SUPPORT PACKAGE ESTIMATOR TOOL

Click below for more details and to use the CAC estimator tool to find the right support package for you!

<https://www.compressedairchallenge.org/training/utility-support-estimator>