



INDUSTRIAL ASSESSMENT CENTER STUDENT MEETING

SAIC CONTACT:

Christopher Russell
Director, Market Outreach

russellchr@saic.com

(703) 459-7091

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ABOUT SAIC

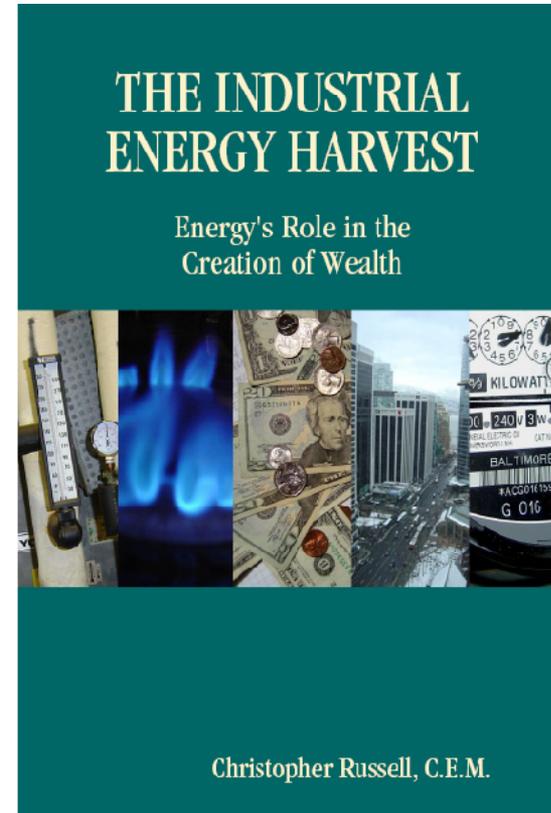
- Founded 1969
- \$8.9 billion revenue in FY 2008
- Fortune 500® company
- More than 44,000 personnel worldwide



- Project services
- Architecture
- Engineering
- Environmental
- Systems & Controls
- DesignBuild
- Facility management

All figures current as of April 2007.

Your Presenter:



(Publication independent of SAIC-Benham)

SEVEN DEADLY SINS OF ENERGY COST CONTROL

- 7. Believing that energy impacts are limited to utility bills.
- 6. Believing that energy costs are only a function of price.
- 5. Confusing efficiency with “environmentalism.”
- 4. Disconnect between energy users vs. bill payers.
- 3. Approaching energy as “projects” with no business plan.
- 2. Failure to recognize facility-wide roles in energy cost-control.
- 1. Fear of admitting that energy waste exists, yet...

Holding individuals responsible for waste that is really attributable to management system failures (see all points above).

SEVEN STEPS TO SUCCESS

- **1. Get top management backing. Declare amnesty for past waste.**
- **2. Get an energy audit. Benchmark and monitor.**
- **3. Culture change: habits and procedures.**
- **4. Establish energy leadership and facility-wide accountabilities.**
- **5. Share energy costs and benefits across all departments.**
- **6. Seek, encourage, and reward smart energy use.**
- **7. Integrate energy-smart criteria into std. operating procedures.**

If energy cost control is still perceived as a distraction, then the organization has yet to create the incentives to truly manage energy risk.

- **The purpose of a business is to grow wealth**
- **Money underwrites every stage of a business process**
 - Businesses have mechanisms to monitor and control money at each step
- **Energy is wealth**
- **Fuels and power are forms of currency**
- **If it's worth buying, it's worth tracking**
- **Energy “underwrites” every stage of a business process**
 - Most businesses have little or no means for tracking energy flows

**Energy engineers: approaching energy as
“wealth” can make all the difference in your success.**