

EVERSOURCE



Part of the AVANGRID Family

Industrial & Manufacturing

Jason W. Strano, CEM, CLEP

jason.strano@eversource.com

Why We're Here Today

- Who are the Industrial & Manufacturing team members at Eversource
- To review the Industrial & Manufacturing Market
- What products can we offer our customers
- How can you and Eversource work together
- Our ask of you...

The Manufacturing & Industrial Team

David Dobratz-Supervisor

Industrial/Manufacturing

- James Racca-EEC
- Jason Strano-EEC
- Rachel Naldony-AEEC

Aerospace

- James Beatrice-EEC
- Bhanu (Van) Kaini-EEC
- Chris Gebhardt-AEEC

The Manufacturing & Industrial Team -Additional Resources

Account Executives

- Justin Bevis
- Martin Pitak

Program Design & Development

- Paul Tangredi
- Mark Rubano

The Industrial & Manufacturing Market

- CT is home to more than 4,400 manufacturers
- Advanced manufacturing now generates nearly 11% of the State's gross product
- The amount of square footage of industrial and manufacturing space in CT is staggering

A Few Thoughts...

- Most businesses especially manufacturing are still up and running through COVID-19
- Businesses are looking for more ways to save money than ever
- The Industrial and Manufacturing segment has remained very busy while other segments have slowed down due to COVID-19

Traditional Offerings

- EUA-Energy Usage Assessment
- SEM-Strategic Energy Management
- BSC-Business Sustainability Commitment
- PRIME-Process Reengineering for Increased Manufacturing Efficiency
- ISO 50001

Additional Programs

- **Energy Opportunities**
 - Updates to programs
- **Business Energy Advantage**
 - Financing options
- **Energy Conscious Blueprint**
 - New Equipment/Equipment Replacement
- **Engineering Studies**
 - (Compressed Air/Steam Traps)

On the Horizon

- Renewed passion for energy projects
- Eversource Kaizen events
- Transparency of comprehensive calculations
- Progressive thoughts on multi-phase projects
- Tying express and mid-stream projects into comprehensive
- Improved communication

What does this mean to you?

- Build strong relationships
- Add value
- Additional streams of income
- Additional partnership opportunities
- Multi-phase projects

Our Ask of You

- Take a second look at your current customers
- Communicate with us
- Use the technology available to us
- Accuracy Matters

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Questions?

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Thank you