

CASE STUDY: BAE Systems Multi-site Program



NO. OF SITES	TOTAL INVESTMENT	TOTAL SAVINGS	TOTAL CO ₂ SAVINGS
6	\$11.3 MILLION	\$6.7 MILLION	20,000 TONS

MULTI-SITE PROGRAM OVERVIEW

6 LOCATIONS

- Merrimack, New Hampshire
- Greenlawn, New York (2 locations)
- Nashua, New Hampshire (2 locations)
- Wayne, New Jersey

ESCO PARTNER

Siemens Industry, Inc.

EFFICIENCY UPGRADES

- Lighting retrofits (interior and exterior)
- Building automation and controls
- Air compressor, boiler & chiller replacement
- Transformer replacement
- Demand control ventilation
- Building envelope improvements
- Operational best practices

PROGRAM INVESTMENT

\$11.3 Million

ANNUAL SAVINGS

- **\$1,860,000** in utility expense
- **4,100,000** kilowatt-hours
- **161,600** therms of natural gas
- **216,000** gallons of fuel oil
- **5,500** tons of CO₂

THE OPPORTUNITY

BAE Systems wanted to implement a large, multi-site energy efficiency program that would upgrade their facilities, reduce their carbon footprint and increase their efficiency. Metrus partnered with the global aerospace giant to design, finance and implement efficiency upgrade projects that realize the multiple benefits of large-scale energy efficiency programs.

THE CHALLENGE

BAE Systems needed to deploy an efficiency program across multiple sites with different upgrade and retrofit needs, while avoiding upfront project costs. BAE Systems required a flexible financing solution and a nimble partner who could package energy efficiency as a service and pay for each project's upfront costs.

THE SOLUTION

Metrus partnered with BAE Systems to provide a scalable efficiency program without any upfront costs. Metrus' Efficiency Services Agreement (ESA) enables BAE Systems to customize the unique equipment and building upgrade needs of each site and pay for the project with realized savings. With Metrus funding 100% of the upfront costs, BAE Systems is able to undertake larger, more meaningful efficiency projects.

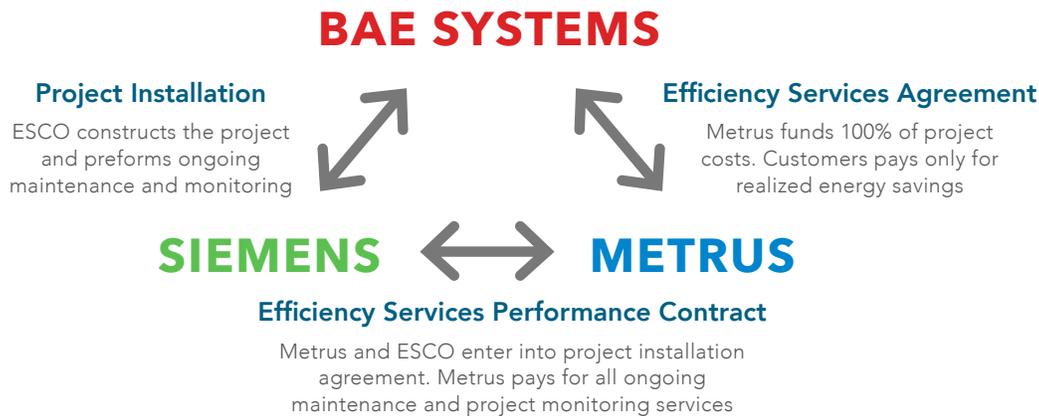
SUCCESS

To date, six ESA projects are operational in three different states. All projects are generating multiple benefits from energy efficiency upgrades: They are reducing energy costs, saving energy, enhancing equipment resiliency, meeting corporate sustainability targets and creating an improved building infrastructure and work environment. The ESA program with BAE Systems is ongoing with additional sites under development.

CASE STUDY: BAE Systems Multi-site Program

PROGRAM OVERVIEW

BAE Systems recognized that in order to deploy a comprehensive energy efficiency program, they required a scalable third-party financing solution to fund a diverse mix of energy efficiency measures and technologies. Bringing in Metrus enabled BAE Systems to immediately benefit from the financial, operational and environmental benefits of energy efficiency while conserving capital for their core business investments. Under the ESA, payments to Metrus are an operating expense—just like a regular utility bill—except based on realized energy savings. Metrus worked with Siemens and BAE Systems to develop individual project scopes that achieved the technical and financial objectives of each BAE Systems facility. The ESA program is ongoing and Metrus will continue to develop and fund meaningful building improvements, including the upgrade and replacement of key equipment, throughout BAE Systems’ business operations.



To date, the BAE Systems program has been a tremendous success generating over 14.4 million kWh in electricity savings and avoiding the emission of over 20 thousand tons of CO₂. This is equivalent to eliminating the electricity use of 2,000 homes each year and removing 4,000 vehicles from the road.

“BAE Systems is actively engaged in a programmatic approach to upgrading our facilities and advancing our sustainability goals. Metrus continues to help us achieve improved operational benefits from each efficiency project that we complete across our portfolio.”

Don Hill, Facilities Director, BAE Systems’ Electronic Solutions Sector

THE ROAD TO ENERGY EFFICIENCY WITH METRUS

