



## Data is the Missing Link

- Very few states, cities or federal agencies have access to recent, correct energy data from which to make decisions – yet all those entities are spending millions on managing energy supply-demand
- Examples:
  - The State/ City that installs LED lighting without knowing current usage so the efficiencies of those LED lights cannot be measured.
  - The State/ City that pays for and installs LED bulbs in unmetered lights which generally results in lower usage accruing to Utility since unmetered lights are charged flat fee, not usage based.
  - ESCO contracts exempt usage changes for weather, occupancy and operational changes. How can a client “hold” the ESCO’s feel to the fire if they don’t know the effects of weather, occupancy on their usage?
  - If bills aren’t audited how can effective budget and forecasting occur? Wouldn’t the forecast include usage/ costs that have errors?
  - Without knowing how many accounts there are, effective and efficient supply contracting isn’t possible. How can you correctly contract for supply opportunities when a State/ City may not know how many accounts they have.
- Too many energy users store utility bills in file cabinets!
- Even energy users with updated energy billing information are severely limiting the data’s use if the billing information is not on the Internet.
- Engagement: end users of energy must be engaged in reducing energy or we as a nation will not seriously reduce consumption.
  - State tried to eliminate individual appliances from employee desks (fridges – coffee makers) – for energy efficiency reasons – only to have employees get doctor notes supporting their claim to those appliances – people need to be engaged.
- Cost efficiency. Many groups in an organization need info from energy bills: finance to budget and forecast, finance to audit, engineering to propose ways to reduce energy, supply concerns, etc. It is inefficient for each user to pay for and access bills separately.  
**Share the information!**
- Savings opportunities stem for good data:
  - Supply
  - Audit
  - Demand management