

Agilent streamlines climate-saving project selection through Multiple Benefits

Company overview

Agilent Technologies is a global, collaborative team, serving vital industries in **six key markets**:

- pharma and biopharma
- food safety
- chemical and energy
- environmental and forensics
- clinical and diagnostics
- academia and government.

Value proposition:

Accelerate the advancement of science through complete, integrated solutions and champion your success

Location: Global, based in USA

Sector: Life sciences

Size (# employ., turnover):

13 500 employees (2019)



Why a Multiple Benefits project?

- A lot of energy projects with ROI < 2 to 3 years need more arguments and financial statements to get management approval.
- Agilent – a former measurement company transitioning to a Life Sciences company – is always interested in new and innovative programs and concepts.

Project goals?

Driven by our worldwide \$5M energy program and the results of energy audits we were convinced that we could provide sufficient projects that:

- Lead to CO2 reduction of 20%
- Budget with ROI < 7 years.

Solution identified

Identified projects (2021-22)

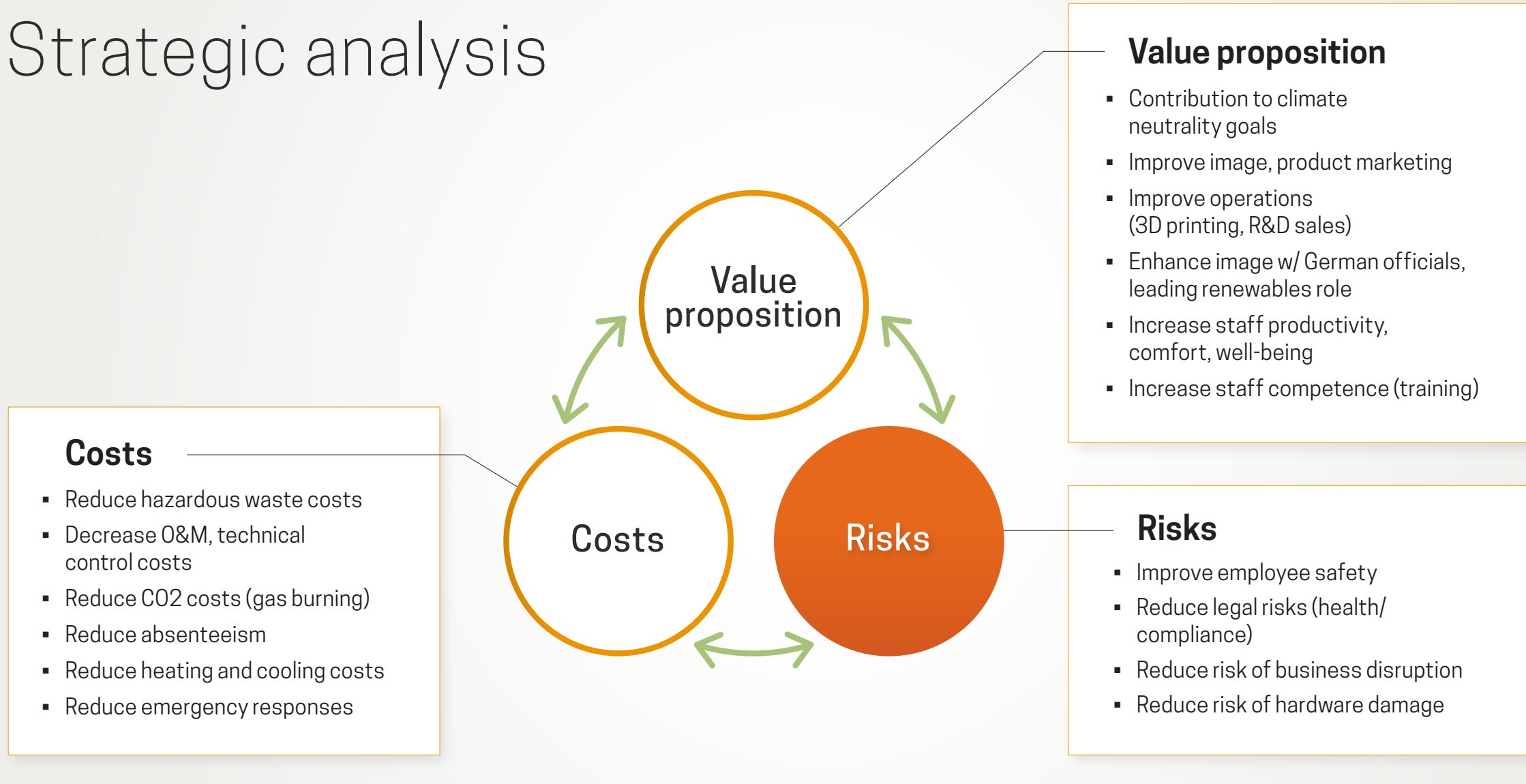
- Execution of 2 LED and solar power projects
- 3 air handling projects
- 1 building management optimization project

Key results

The Multiple Benefits program helped us to focus on key beneficial elements and did accelerate our pre-selection and judgement of possible energy projects.



Strategic analysis





Contact information

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Make people feel good!

Hera aims to boost employee comfort

Company overview

Hera Group is a Multi-Utility Group based in Italy, providing waste management, water, and energy services to more than 4 million citizens daily.

Value proposition: Creating shared value, incorporating social and environmental needs into our business

Location: Italy

Sector: Utilities (waste, water, energy)

Size (# employ., turnover): 9 000 + employees

Why a Multiple Benefits project?

- Hera has been active on the Multiple Benefits topic since 2018, developed first non-energy benefits analyses.
- We participated in pilot to improve the strategic analysis and follow a more structured path.

Project goals?

- Ensure safety and better comfort conditions for employees working in Ravenna headquarters building.
- Adopt effective, reliable, and innovative HVAC solution.



Solution identified

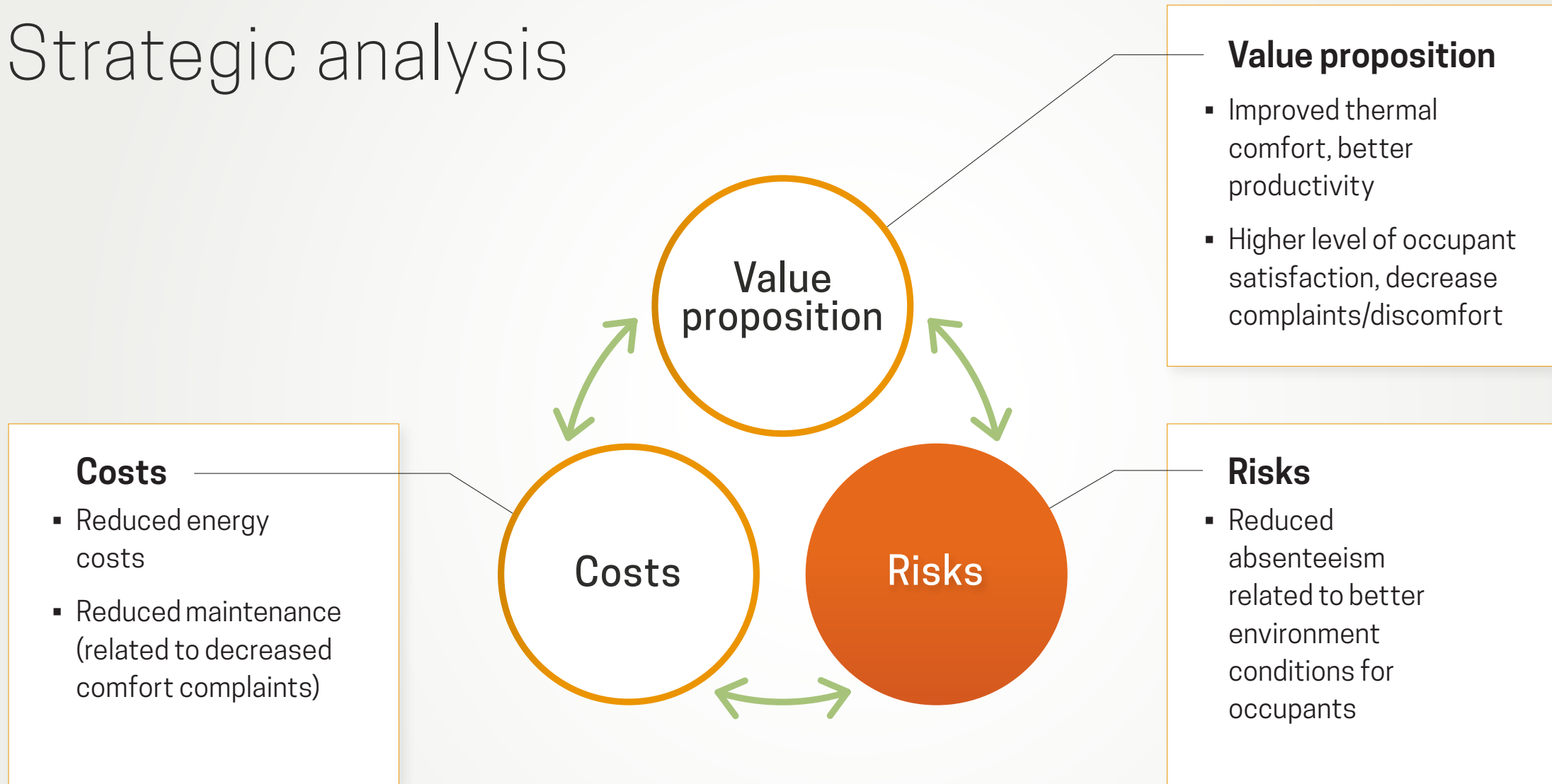
- Implement advanced automation and control system based on Artificial Intelligence (AI) technologies, capable of integrating a large number data from the field and implementing predictive and multi-variable optimization logics.

Key results

- The contribution of multiple (non-energy) benefits to economic savings is significant, increasing the annual cashflow by 20% and bringing the payback time below 3 years.



Strategic analysis





Contact information

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Furniture maker improves reputation and reduces costs with heating upgrade

Company overview

DEKOR MEBLE is a small-scale enterprise located in Wyszaków, Poland. We provide custom-made furniture for hundreds of private and institutional clients.

Value proposition: Maximum functionality and original unique design

Location: Wyszaków (Masovian Voivodeship), Poland

Sector: Furniture manufacturer

Size (# employ., turnover): 12 employees

Why a Multiple Benefits project?

- Need a solution to address inconvenient, old, and inefficient boiler (time-intensive, sub-optimal).
- Increase our knowledge of energy efficiency and renewable energy solutions.
- Interested in how to use energy efficiency to improve competitive advantage.



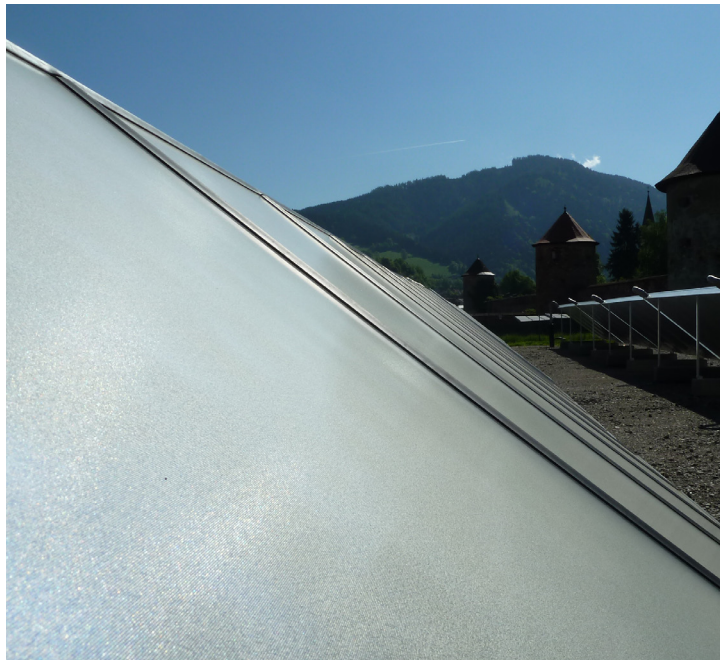
Project goals?

- Identify maintenance-free heating and hot water options for the facility.
- Identify and include all possible multiple benefits for renewable solutions and energy-saving measures for investment consideration.



Solution identified

- Deploy 3 solar thermal collectors for maintenance-free hot water preparation in the summer.

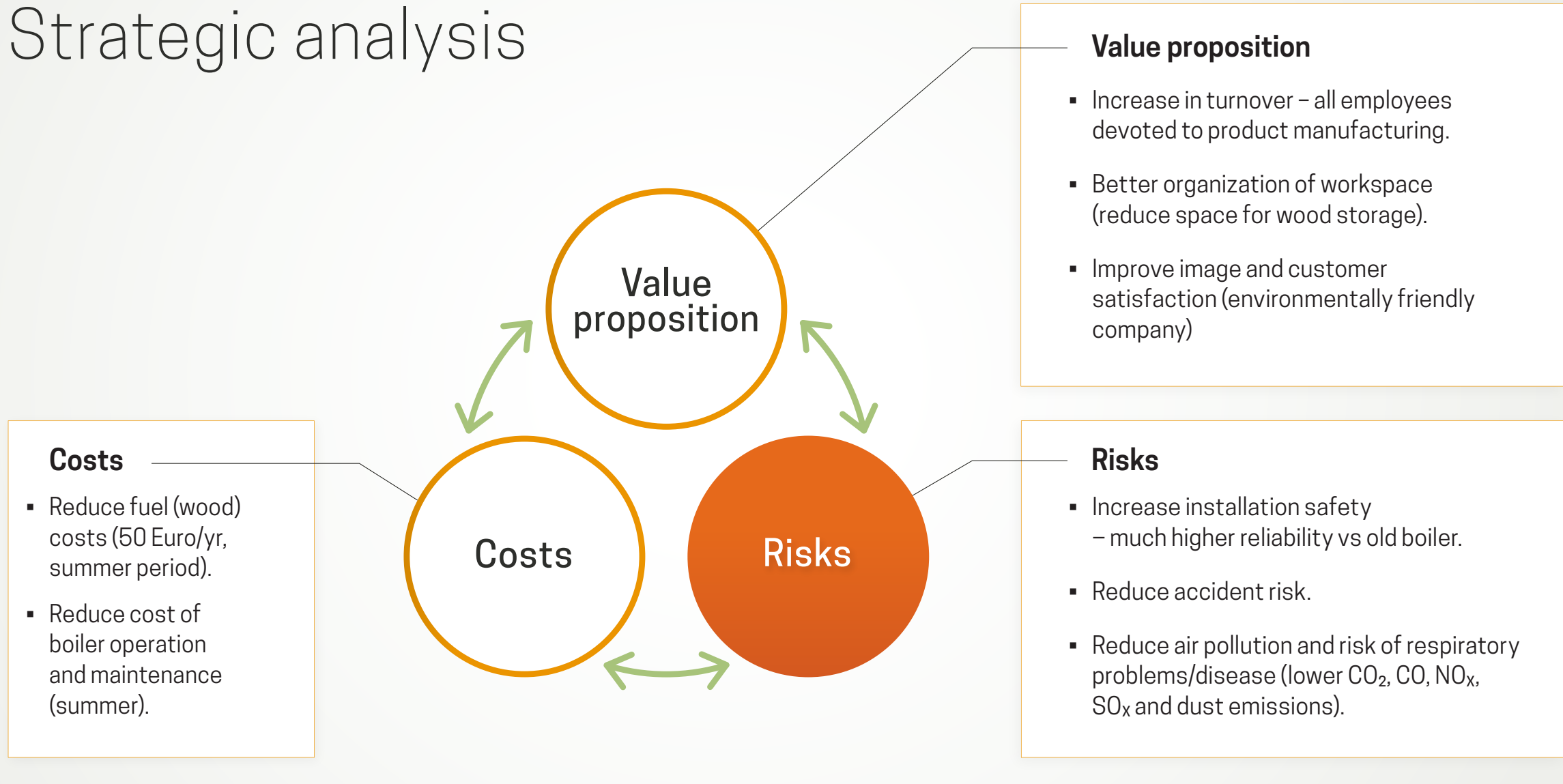


Key results

- Deployment of solar thermal collectors has strategic significance – especially staff time savings, a cleaner, healthier working environment, and reduced accidents.
- Including time savings and other non-energy benefits reduced simple payback from 38 years to 4 years!



Strategic analysis





“The most valuable lesson learned/result was to reduce the amount of time our qualified staff spent operating the boiler during the summer. This aspect is essential and the most impactful from the strategic and the financial point of view.”

Maciej Wielk – Owner, Dekor Meble

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