



results that exceed  
all expectations

Smart Energy Management

Smart Energy Management Yields \$2.8 Million in Annualized Savings

When a retail chain calls upon Novar to help with its troubled energy management efforts, the results exceed all expectations.

▶ find out how Novar can  
support **your** energy strategy  
[www.novar.com](http://www.novar.com)

Results

- Significant savings through vaccine product loss prevention
- Nearly \$900,000 in supply side savings (826% ROI)
- Bottom line impact of savings: +.05 EPS

Customer

This leading niche market retailer supplies a variety of products to farmers and ranchers through more than 800 stores in rural communities across 40 states. On average, the stores measure 18,000 sq ft and include refrigeration cases that must be controlled and monitored to prevent animal vaccine spoilage.

Challenge

Equipped with an energy management system (EMS) in 691 of the 800+ stores, this growing chain sought an energy partner to help develop and implement a strategic energy management program with the objectives of conserving energy and driving additional savings by minimizing product loss. The customer's relationship with the existing EMS vendor had turned negative as stores experienced a high rate of part failures, unresponsive monitoring and software limitations.

Solution

The retailer called on Novar. Charged with maximizing the performance of the chain's existing EMS, Novar faced the significant challenge of working within the limitations of the vendor's closed, proprietary platform. The Novar team pooled their knowledge and expertise to develop strategies to help the customer exceed every goal.



**With overall annualized savings of \$2.8 million, the company achieved its goals for energy management excellence ... and then some.**

### Approach

Novar took a holistic approach to the customer's energy management efforts, beginning by analyzing and understanding current consumption patterns. Armed with this information, Novar was able to develop a strategy that would optimize energy consumption and operations in the areas of HVAC, refrigeration, exterior lighting and signage.

Efforts included the following:

#### Managing energy procurement

Novar helped the customer on the supply side by securing the best energy rates and most favorable contracts with its energy suppliers.

#### Proactively monitoring energy usage

By administering store setpoints and schedules, Novar was able to implement energy conservation measures and monitor usage ups and downs.

#### Remotely diagnosing issues

Novar reduced service calls by 19%, significantly lowering repair costs, by diagnosing issues remotely to determine whether a service call was warranted.

### Responding to and resolving alarms

Novar's capabilities include 24/7/365 alarm response, which includes not only identifying issues but also resolving them. Prompt, effective alarm response offered outstanding cost savings by protecting the valuable vaccine supply.

### Ensuring data accuracy and relevance

Novar's Enterprise Software Suite tackled the challenges associated with the customer's third-party platform, enabling the Novar team to extract and analyze data from the existing EMS. Novar aggregated energy and operational data, performed weather normalization and analyzed the collective data to deliver meaningful reports to the customer and identify additional opportunities for savings.

In total, Novar's solution prevented significant product loss and offered supply side savings of nearly \$900,000 (826% ROI). It helped the customer reduce electrical consumption by 14,654 MWh and decrease greenhouse gas emissions by 13,705 tons. With overall annualized savings of \$2.8 million, the company achieved its goals for energy management excellence.

Novar

See Contact Us on [www.novar.com](http://www.novar.com) web site for contact information.