To support the efforts of industrial customers to improve their energy efficiency, Hydro-Québec has developed the Energy Diagnostic Tool – Industrial Market. It was designed to help Hydro-Québec representatives such as account managers and sales engineers in their efforts to promote energy efficiency among Rate M industrial customers whose electricity bill exceeds $200,000 a year.

**Consumption profile and recommendations**

The Energy Diagnostic Tool – Industrial Market offers customers a way to obtain their consumption profile and avenues for improving their energy performance. Based on a questionnaire filled out by the customer, this tool automatically generates a consumption profile featuring customized recommendations linked to Hydro-Québec's energy efficiency programs. Energy consumption is divided into six usages: lighting; air compression; heating, ventilation and air-conditioning (HVAC); refrigeration; process heating; and motive power and other processes. This information makes it possible to inform customers about the investments needed to improve their energy performance.

**In the kit**

Real-world testing was done in 2010, and the Energy Diagnostic Tool – Industrial Market is now part of account managers’ toolkits. Its development supports the objectives of Hydro-Québec’s Energy Efficiency Plan, which targets energy savings of 2.3 TWh by 2015 for this customer category.

**Main advantages**

› Better understanding of energy use for a given industrial site
› Possibilities for improving energy performance
› Acquisition of knowledge about energy use by industrial customers
User-friendly

The Energy Diagnostic Tool – Industrial Market is easy to use. It runs under Windows and is installed on the computers of Hydro-Québec account managers and sales engineers. Features include:

› Interface for collecting customer information
› Generation of a preparatory questionnaire
› Automatic generation of a report including energy efficiency recommendations specifically selected for the customer

Data is stored on a central server so that it can be shared by the various employees advising the customer.

Customized report

The customized report contains the following:

› Information on the customer’s energy usage
  › total energy consumption
  › breakdown of consumption by energy use
  › load factor
› A table of the top recommendations
› A series of energy efficiency recommendations for reducing energy consumption

Several of the recommendations are supported by calculated energy savings, an estimated payback period and an indication of whether the measures involved are covered by Hydro-Québec financial assistance programs.

For information

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