

Energy-management programs for industrial customers

Frequently asked questions

At PSE, we want our customers to have the information and support needed to get the most out of our energy-management programs. Thank you for being an important part of our energy-saving efforts. Below is a list of frequently asked questions that we receive from customers participating in our various industrial energy-management programs.

Q: What energy-management programs does PSE offer industrial customers?

A: PSE's Industrial Energy Management (IEM) program provides a comprehensive set of offerings tailored for the industrial customer. This includes traditional custom capital projects; the Industrial System Optimization Program (ISOP); the Industrial Strategic Energy Management (ISEM) program; and the Comprehensive Small Industrial (CSI) offering, which provides custom grants targeted to small industrial sector customers. ISOP+ is designed for customers participating in ISOP to encourage them to pursue capital measures identified in the ISOP process by bundling them with the operations and maintenance measures and offering additional incentives.

Q: What is the Industrial System Optimization Program (ISOP)?

A: Consisting of a two-part energy audit, ISOP is designed to establish a list of low- and no-cost action items with provided estimates of annual cost and energy savings for each item. Once implemented, these changes will be tracked against your facility's energy usage to record savings. PSE will provide a financial incentive, based on the energy savings achieved, up to 100% of eligible project costs. For more details, visit pse.com/isop.

Q: What is Industrial Strategic Energy Management (ISEM)?

A: ISEM is a holistic, cohort-based program focused on organizational culture and employee engagement with an emphasis on identifying low- and no-cost energy-efficiency projects throughout your facility. Energy savings achieved through this process earn participants a financial incentive to cover costs of further investing in their energy management. PSE also has incentives through our "Industrial Custom Capital Grants" program to help pay for O&M projects which have internal and external labor and material costs. Visit pse.com/isem or pse.com/icap for more details.

Q: What are the differences between ISEM and ISOP?

A: ISOP provides industrial customers with the engineering support they need to tune up and optimize their systems for higher energy performance. In addition to this support, customers receive a site "deep-dive" walkthrough called the optimization event, hands-on guidance and site-level energy performance tracking. Customers also receive an action plan report that includes:

- A listing of low- and no-cost action items that the customer identified with the ISOP engineering team during the optimization event, with estimated yearly cost and energy savings for each measure.
- Recommended capital energy project opportunities. Customer can decide if they want to invest further in energy efficiency site upgrades.
- Information about their business site's energy usage, including overall percentages.

ISOP is a 10- to 12-month program (short term). Customers are eligible for the ISOP implementation incentive, which is a grant for energy savings that can cover up to 100% of eligible project costs. See current incentive rates at pse.com/isop.

ISEM includes everything that ISOP delivers along with training for an energy team comprised of employees from different groups within the organization. Training is delivered in a series of monthly seminars/workshops, which are offered in the first six months of the program. In ISEM, we are focused on organizational culture and employee engagement in order to build a permanent, on-site team trained in how to reduce annual utility costs.

ISEM is a 3.5-year program (long term). PSE provides annual performance incentives and two milestone incentives, as well as free engineering support. See current incentive rates at pse.com/isem.

Q: What is the Comprehensive Small Industrial (CSI) program?

A: The CSI program targets retrofits on your small industrial facility. Eligible customers must use less than 1,000,000 kWh and 50,000 therms annually. To learn about the CSI incentive details, visit pse.com/csi.

Q: What is the custom/capital grant (CAP) for industrial customers?

A: For projects with quantifiable costs and energy savings, PSE offers incentives for cost-effective efficiency measures. Measures such as variable frequency drives, building envelope, chillers and air compressors are some examples of qualifying projects. Incentives can cover up to 70% of eligible project costs. Additionally, PSE provides incentives up to 100% of the incremental cost for incremental cost projects, such as facility expansion and adding new systems or processes. For projects consisting of operation and maintenance measures for a specific system, PSE offers incentives with a custom O&M grant which can cover up to 100% of the implementation costs for internal and external labor and materials. Please note that projects with only internal labor implementation are not eligible for this grant.

Typical O&M projects can include:

- Compressed air leak detection and repair
- Air compressor system optimization
- Refrigeration system optimization
- Dust collection system optimization
- HVAC system optimization

For more information, visit pse.com/icap.

Q: What is the incentive program for new industrial construction?

A: For incentives regarding new construction for your industrial facility, visit pse.com/commercialconstruction.

Q: What is the incentive program for lighting upgrade projects?

A: For a comprehensive lighting program guide, including qualifications, FAQs and incentive details, visit pse.com/businesslighting.

Q: How do I apply for an energy-efficiency incentive under the IEM program?

A: Get more information on how to qualify and apply for all of our industrial programs at the specific URLs listed above for each program. You can also use the QR code below. Email us at industrialem@pse.com.



pse.com/industrialem

