

# Building the Business Case for Energy Efficiency Projects

## Useful resources

**Building the Business Case for Energy Efficiency Projects is a training course delivered by Sustainable Business with funding provided by the NSW Office of Environment and Heritage. The references outlined below inform the content delivered in the training.**

### Session 1.1 Introduction

- The Business case and beyond project. Developing your business case – six strategies.
- Making the business case for a carbon reduction project. How to win over the board and influence people.
- Crittenden 2014, *Accelerating energy efficiency through change leadership*, A white paper prepared for the Steven L. Newman Real Estate Institute at the City University of New York.

### Session 1.2 Conducting a stakeholder analysis

- EEO Assessment Handbook. Chapter 2 Communication Plan.
- The Business case and beyond project: Tips for ‘involving the right people’
- Business case and beyond project: Tips for ‘engaging with decision-makers’
- Reinaud, J. & Goldberg, A. 2011. The Boardroom Perspective: How does energy efficiency policy influence decision making in industry? Prepared by the Institute for Industrial Productivity for the International Energy Agency.

### Session 1.3 Towards a clear value proposition

- Making the business case for a carbon reduction project. How to win over the board and influence people. See pages 16-22.
- Industrial Productivity and Competitiveness Benefits of Energy Efficiency workshop at the International Energy Agency
- Calculight – the energy efficient lighting upgrade calculator (OEH)
- “WattCheck” iPhone app
- Clean Energy Project Analysis Software

### Session 1.4 Introduction to external financing options

Look out for the OEH External financing options handbook. When it is published we will inform you.

### Session 2.2 Leveraging the benefits of the Energy Savings Scheme

- IPART’s Official ESS Website
- How to be involved in the ESS - online guide
- List of Accredited Certificate Providers and details on the ESS Website
- Energy Savings Scheme – Frequently Asked Questions

### Session 2.3 Presenting the case

- The Business case and beyond project: Writing your business case proposal.
- Making the business case for a carbon reduction project. How to win over the board and influence people.

### Session 2.4: Strategies to build enduring support for energy efficiency projects

- The Business case and beyond project: Influencing company culture, systems and processes.

## **OEH Energy Saver Resources**

### Technology reports

- Industrial refrigeration report
- Lighting report
- Cogeneration feasibility guide

### Industry sector toolkits

- Aged Care toolkit
- Registered clubs toolkit

### Training courses

- Building the business case for energy efficiency: improve the success rate of your business case proposals
- Energy management basics: learn the basics of energy management
- Lighting: learn how to upgrade your business lighting
- HVAC for business: learn how to maintain and optimise the operation of your HVAC system
- Commercial refrigeration: designed for refrigeration contractors to identify opportunities to optimise the energy efficiency of refrigeration systems
- Cogeneration feasibility: designed to help you assess the feasibility of a cogeneration system for your business
- Industry focused energy efficiency training is also available for the aged-care sector and registered clubs

View the training calendar here: <http://www.environment.nsw.gov.au/sustainbus/energysaver/training.htm>

In-house customised courses can also be arranged. Contact the energy saver team on:

Email: [energysaver@environment.nsw.gov.au](mailto:energysaver@environment.nsw.gov.au)  
Call: 1300 361 967

### **OEH Measurement and Verification Operational Guides and project planning templates**

The Measurement and Verification (M&V) Operational Guide and application-specific guidebooks have been developed to help M&V practitioners, energy efficiency project managers, government program managers and policy makers translate M&V theory into successful M&V projects. See:

<http://www.environment.nsw.gov.au/climateChange/MVOperationGde.htm>