



# Profiting from Energy Efficiency

Dispelling Myths and Enhancing Revenue Streams for Manufacturing Facilities

**Date** 14 & 15 November 2013

**Time** 9.00 am to 5.00 pm

**Venue** M Hotel, 81 Anson Road

**NEW**

In the present economic scenario businesses are facing many challenges to stay competitive. Business owners, operations and finance directors are continually seeking avenues to save costs, optimize processes and enhance profits to secure their competitive advantage. A key cost item is energy used to manufacture goods that accounts for up to 40% of operational expenses for business in the manufacturing sector. This course targets Business Owners and Managers who want to improve their profitability through costs savings by becoming more energy efficient but have been hampered by the know-how, financial viability and mechanisms, and finding the appropriate solutions to enable substantial savings on business operations and processes.

## Objectives

### Learn About

- How to maximize profits through productivity gains in manufacturing efficiency
- Saving operational costs through adoption of cost effective energy efficiency solutions
- Understanding technologies and solutions through case studies
- Accessing government grants and private financing options to lower investment costs

## Target Audience

- CEO and CFO
- Directors
- Facility Managers
- Plant Owners
- Finance Managers
- Financiers/investors

## Programme Outline

Day 1	Demystifying The Business Case for Energy Efficiency	Day 2	Enabling Savings Through Project Implementation, Technologies and Solutions
9:00	<b>Welcome by SEAS</b>	9:00	<b>Business Plan Design for EE Projects</b>
9:15	<b>Presentation on Singapore Energy Efficiency Strategy</b> <b>Kwek Chin Hin, Head of Energy Conservation Unit, National Environment Agency (NEA)</b>		<b>Christian Rahnsch</b> • Structured approach to build a solid business case for EE projects • Profitability and sensitivity analysis for typical EE projects (Facilitated with case studies and hands on exercises)
9:35	<b>Presentation on SME Energy Efficiency</b> Spring launched a \$17 million program to assist SME's with optimising operations and gaining energy efficiency benefits on 10th July 2013	10:00	Networking Refreshment
10:00	<b>Direct Profit Gains from Energy Efficiency (The Business Case for Implementing EE Solutions)</b> <b>Nobby Yamanouchi, Energy Management System Specialist, EnMs-Doc Associates</b> • Managing Energy, key to Energy Efficiency	10:30	<b>Business Plan Design for EE Projects</b> <b>Glen Plumbridge</b> • Risk Assessment for EE projects (Facilitated with case studies and hands on exercises)
10:30	Coffee Break	12:00	Lunch
11:00	<b>Direct Profit Gains from Energy Efficiency</b> <b>Nobby Yamanouchi</b> • Energy Review, the first step to identify EE solution opportunities • Energy Management System (EnMS) operation and ISO 50001 positioning	1:30	<b>Key aspects of EE project execution</b> <b>Christian Rahnsch</b> • Effective use of Energy Audits/Assessments • Case study of successful EE project implementation – from design to operation • Metering/Verification and Savings Calculations
12:00	Lunch	3:15	Networking Refreshment
1:30	<b>Direct Profit Gains from Energy Efficiency</b> <b>Nobby Yamanouchi</b> • Benefits of an EnMS (Best Practice Operation, Design & Implementation, Procurement aspects, Saving Verification,..) • Nature of Energy Efficiency Projects (Scale, Players, Challenges, Bottom Line vs. Top Line projects)	3:45	<b>Key aspects of EE project execution</b> <b>Christian Rahnsch</b> • Design of an integrated plant asset management system – combining energy performance & maintenance
2:00	<b>EE Project Financing and Investment Opportunities</b> <b>Christian Rahnsch, Managing Director, CENDIED Energy Solutions Singapore</b> • Typical barriers of financing EE projects • Overview of financing options (public/private/ internal/external) • How to structure EE project financing	5:00	<b>Feedback and Discussion</b>
3:15	Coffee Break		
3:45	<b>EE Project Financing Investment Opportunities</b> <b>Glen Plumbridge, Managing Director, Sustainable Development Capital (Asia) Limited</b> • How Businesses can take advantage of private sector financing for EE projects		
5:00	<b>Feedback and Discussion</b>		

Organised by:

Supported by:



## About the Trainer

### Glen Plumbridge, *Managing Director, Sustainable Development Capital (Asia) Limited*

Glen joined SDCL in 2008 to set up and lead the Asia practice and is responsible to the Board for all aspects of SDCL Asia's business. Glen has focused on business and project development activity in the region with a specific focus on the energy efficiency sector as well as supporting the wider SDCL Groups asset raising activity in the Asia region. Before joining SDCL Glen was a Director of Ove Arup and Partners where he gained 20 years of experience in the design and delivery of a wide range of infrastructure projects, 16 years of which have been based in Asia Pacific. Glen has a solid track record of directing and delivering large-scale projects

### Nobby Yamanouchi, *Energy Management System Specialist, EnMs-Doc Associates*

Nobby Yamanouchi is an Energy Management System (EnMS) specialist and author of EnMS management documents. His background is in the field of business development and encourages clients to implement EnMS operation for their business advantage. His consulting work spans the entire duration from initiating the project to clients achieving their saving target. In doing so, he assists clients to develop the entire EnMS operation ensuring that the workforce is fully competent in taking improvement actions. His energy management consultancy began in 1997 in Thailand assisting energy users to comply with the Thai Energy Conservation (ENCON) Act. Since then, he is active in the EnMS field globally as well as in his home country Japan.

### Christian Rahnsch, *Managing Director, CENDID Energy Solutions Singapore*

Christian Rahnsch been working and living in SE ASIA for the last decade. He is passionate about sustainability and helping companies to improve their sustainability performance. This credo led Christian into his first consulting role 15 years back. Since then he has held various leadership positions in the consulting and finance industry and has worked internationally with numerous Fortune 500 companies. He has had great success in fostering change within complex global organisations and delivering cost reduction and operational improvement programs across multiple industries. Christian holds a Bachelor of Business Management from the University of Applied Sciences Cologne, Germany, a Master of Science in Business Administration from the Business School at Nanyang Technological University, Singapore and is a certified Six Sigma Black Belt.

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Date: 14 & 15 November 2013, Time: 9.00 am – 5.00 pm, M Hotel

### Registration Form

- Yes! I would like to register for this programme.  
 I am unable to attend but please put me on your mailing list.

		Early Bird (Registration with payment made on/before 3 October 2013)	Normal Fee (Closing date: 23 October 2013)	No. of Delegates	Fee Payable
<input type="checkbox"/> SEAS Member	2 - day	S\$536	S\$600		
	1 - day	S\$330	S\$375		
	<input type="checkbox"/> 14 Nov <input type="checkbox"/> 15 Nov				
<input type="checkbox"/> Non Member	2 - day	S\$600	S\$720		
	1 - day	S\$375	S\$450		
	<input type="checkbox"/> 14 Nov <input type="checkbox"/> 15 Nov				

#### \*\* Choice of attending 1 day or 2 day of the seminar

- \* Fees are inclusive of GST.
- \* Fees include refreshments, lunch and programme collateral.
- \* Enjoy group discount for 4 or more delegates registered at the same time from the same organization and same billing source.
- \* Only one type of discount scheme is applicable at any one time.
- \* Please print and complete additional sheets where necessary.
- \* Important: Walk-in delegates will only be admitted on the basis of space availability and with full payment made on site.

#### Participant's Details

- 1 Name (\*Dr/Mr/Mrs/Ms): ..... NRIC:.....  
 Designation:..... HP No:..... Email:.....  
 2 Name (\*Dr/Mr/Mrs/Ms): ..... NRIC:.....  
 Designation:..... HP No:..... Email:.....  
 3 Name (\*Dr/Mr/Mrs/Ms): ..... NRIC:.....  
 Designation:..... HP No:..... Email:.....

\*Please delete accordingly

#### Organization's Details

- Company Name: .....  
 Company Address: .....  
 ..... Postal:.....  
 Contact Person's Name : (\*Dr/Mr/Mrs/Ms) .....  
 Tel: ..... Fax: .....  
 Email: .....

#### Administrative Information

##### Registration and Payment

Please complete the enclosed registration form and forward it together with your **cheque at least 7 days** before the commencement of the programme to

**Sustainable Energy  
Association of Singapore**  
**9 Penang Road**  
**#08-02 Park Mall**  
**Singapore 238459**

Crossed cheque should be made payable to  
**"Sustainable Energy  
Association of Singapore"**  
 Application will close on **11 October 2013**.

##### Cancellation

SEAS reserves the right to change programme venue, cancel or reschedule the programme if necessary or warranted by circumstances beyond our control.

There will be no refund of fees for withdrawal. However, if the participant is unable to attend, a representative may be allowed to attend at no extra cost. Please inform us of the changes by fax or via email 3 days before the commencement of the programme.

##### Confirmation of Registration

Confirmation of registration will be given 5 working days before the commencement date via email. Registration is confirmed only upon receipt of payment.

If you do not hear from us  
**Please contact Ms Sherlene Lim at:**  
**Tel: 63379886**  
**Email: training@seas.org.sg**  
**Fax your registration form to 6337 6658**