

'NO SITE LEFT BEHIND'

How a Fortune 100 tech company improved energy efficiency at scale

Total investment

\$74.34

Million

Total annual savings

\$16.87

Million

Annual CO₂ savings

138,530

Tons

OVERVIEW

With facilities in every corner of the United States, this Fortune 100 technology company faced a complex challenge: how to design and implement energy efficiency upgrades across a sprawling enterprise where utility rates and landlord requirements varied widely. Adding to the challenge, the company wanted the project completed quickly—with little to no capital outlay.

PROJECT PARTNERS:

  

PROJECT HIGHLIGHTS

UPGRADES:

- LED lighting upgrades
- Building management systems

LOGISTICS:

- 56 sites across the U.S.
- Leased facilities required landlord consent
- Rapid rollout: Eight project tranches in two years

FINANCING:

- Fully financed by Metrus and monetized by energy savings
- Zero capital expenditure

THE STORY

Energy efficiency upgrade projects offer plenty of challenges in their own right. But how do you navigate those challenges when they are presented at locations thousands of miles apart? How do you do the work quickly, in multiple tranches, with the consent and cooperation of the landlords who own the sites? And finally, how do you pull it off with zero capital expenditure?

Our Fortune 100 tech customer—which is investing heavily in wind farms and solar rooftops and aims to power its global infrastructure with 100% renewable energy—turned to Metrus to help it solve its energy efficiency upgrade challenge.

Scale, simplicity, and savings

Together with its Energy Services Contractor (ESCO) and lending partners, Metrus designed and implemented a groundbreaking programmatic Efficiency Services Agreement (ESA) that allows our customer to blend the economics of different utility rates across regions to ensure that all sites are able to benefit from the efficiency upgrades. By combining sites where utility rates and operating conditions are more favorable with sites that have less favorable conditions, Metrus was able to make the projects economically viable and provide project uniformity across sites.

THE UPSHOT

Under this efficiency-as-a-service program, Metrus has financed over \$74 million of projects at 56 sites across the United States for this Fortune 100 customer. There have been eight project tranches in two years, with more projects underway. The rapid rollout across a far-flung operation provides a powerful demonstration of the scalability and flexibility of Metrus' ESA.

The project will reduce total electricity use for lighting at these 56 sites by 71%, thereby eliminating 138,530 tons of annual CO₂ emissions—the equivalent of taking 26,911 cars off the road annually.



[Our company] is committed to putting its scale and inventive culture to work on sustainability. The project with Metrus fit perfectly with our vision and enabled us to make our buildings more energy-efficient through a low- and no-cost process.”

—Customer Project Lead