

Sustainable Health and Social Care

**Guaranteed Energy Savings from LED lighting
and Battery Storage
Essentia's Lighting and Battery Frameworks**

21 November 2018

essentia

Our background

01

Sustainability driving high quality and efficient healthcare

Guy's and St Thomas' **NHS**
NHS Foundation Trust

essentia

Saving
£14,000,000
and counting

20+
awards

LED lights
save
£80K
annually



Share your
savings
ideas

Close doors
to save energy
and make
patients
happier

Faster IT
Efficiency
Energy

Carbon footprint
reduced by
65%
per patient

Adopting
Electric
vehicles
for cleaner air

2/3
of staff
commute
actively

**Zero
waste**
to landfill

70%
reduction
in waste
per member
of staff

CHP engines
save nearly
£2m
annually

62%
reduction
in water

Large scale energy efficiency projects

01



United Lincolnshire Hospitals NHS Trust

£19m project with £2m annual guaranteed savings



East Kent Hospitals University NHS FT

Large scale energy efficiency project aligning with estate redevelopment



Pennine Acute Hospitals NHS Trust

£21m project with estimated save of nearly £3m per annum



Luton and Dunstable NHS Foundation Trust

Building resilience for the future estate – 6000m² enabling project

What have you achieved?

What would you do if you could?

What's stopping you?

Essentia's services

ENERGY PERFORMANCE CONTRACTING

We help organisations implement large-scale savings to cut costs, reduce carbon and improve services.

The Essentia EPC framework:

There are ten suppliers on the framework, one of which is chosen as the Energy Saving Company

- Ameresco
- Breathe Energy
- Centrica Business Solutions
- EDF Energy Services
- Engie
- Forrest
- Imtech
- Veolia
- Vital Energi
- Ylem EPC

The Energy Saving Company will:

- Assess the current energy situation and make recommendations for change
- Present the best technologies for the project
- Guarantee the energy and cost savings over the lifetime of the contract
- Guarantee a reduction of CO₂ emissions
- Offer to fund the project or select from a variety of funding options, including self-funding, 0% and low cost finance


“Trusts could achieve £125m in cost efficiencies through energy saving schemes, such as LED lighting, combined heat and power units, and smart energy management systems.”

Lord Carter of Coles, 2016

AT A GLANCE

- Fully compliant, flexible process
- Transparent savings
- 15% to 25% energy and carbon savings
- Collaborative approach

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020 7188 6000



“Essentia has become a much-valued and trusted partner. They are extremely efficient and effective and have delivered excellent outcomes and value to the Trust.”

Steve Kent - Tees, Esk and Wear Valleys NHS Foundation Trust

At Essentia we run a free to use, UK-wide lighting framework that supports public sector clients to deliver cost, carbon and ongoing maintenance savings through the latest LED technology.

The framework is flexible. Contracts can be awarded directly or via mini competition. Within eight weeks you could be installing the latest lighting technology and controls.

Suppliers on the framework:



To guarantee savings on your next lighting project:

Alexandra Hammond
Director, Sustainability
020 7188 6000

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We are on hand to help at every stage of the process:





Battery Storage Framework

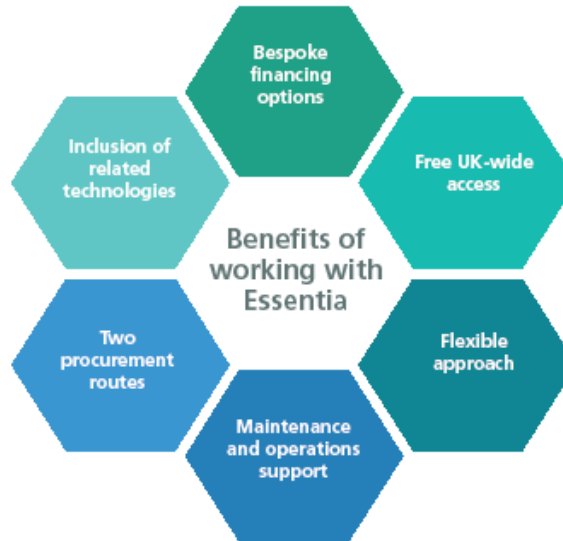


At Essentia we offer the only free-to-access framework that supports public sector clients in procuring battery storage solutions to reduce fixed and variable charges.

Suppliers on the framework:

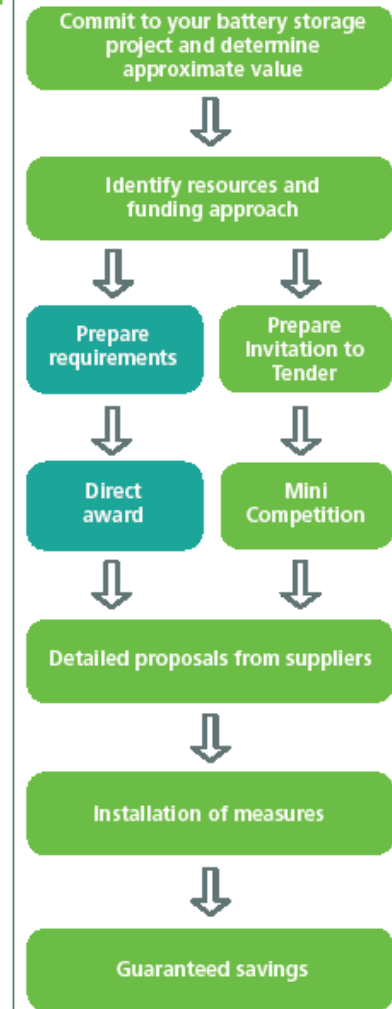


Our fully public sector compliant framework is comprised of trusted suppliers who generate savings by reducing Triad, DUoS and Capacity Market charges, and utilise grid incentives such as Firm Frequency Response (FFR).



www.essentia.uk.com/sustainability

We are on hand to help at every stage of the process:



Collaborate with us on your battery storage project

Alexandra Hammond
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Monitoring and verifying savings

Baseline - survey is paramount

Changing environment - build in opportunity for change

Measure – let people see and feel results

Communicate – provide feedback



What are we learning?

Significant interest, particularly in lighting

Trust matters – some fear of the unknown

More than just energy efficiency

Guarantee makes a difference



Thank you!

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efficiency | innovation | expertise