

## World Energy Engineering Congress

# Creating a Culture of Energy Conservation

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Legrand North America

SUSTAINABILITY



# Agenda

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- 1. Who We Are**
- 2. Our Products & Solutions**
- 3. Our Energy Profile**
- 4. Engaging and Empowering Our People**
- 5. Strategic Tactics That We Take**
  - i. Training & education
  - ii. Communication and report-outs
  - iii. Corporate events
  - iv. Energy audits & site-level activities
- 6. Key Takeaways**

# Who We Are

LEGRAND IS THE GLOBAL SPECIALIST IN ELECTRICAL AND DIGITAL BUILDING INFRASTRUCTURES

Facilities in over

**80** countries

over

**36,000**  
EMPLOYEES

2016 SALES

**\$6B**

**31%**

OF SALES CAME FROM NEW  
BUSINESS SEGMENTS

Products marketed  
in nearly

**180** countries

**36%**

OF GROUP SALES CAME FROM  
NEW ECONOMIES

# Who We Are: Legrand North & Central America



# 6 Divisions Work Together...

...where people live and work by delivering power, light and data.



Electrical Wiring Systems



Data Comms



Commercial AV



Lighting



Home Automation



Building Control Systems

# Our Products & Solutions



## Digital Lighting Management Systems

Program every switch, outlet and lighting load



## Outdoor Charging Stations

Combine power with accent lighting in one pedestal to maximize functionality of outdoor spaces



## Plug Load Controls

Eliminate unwanted vampire loads from your electrical system

## Architectural LED Lighting



## Dimmers, Sensors, & Fan Speed Controls

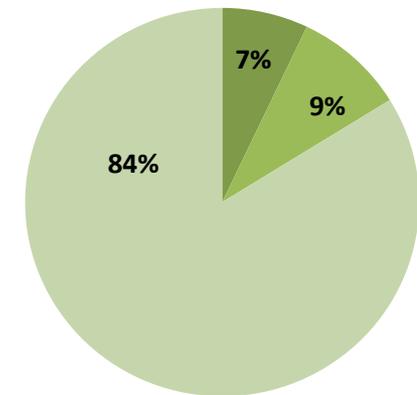


# Our Energy Profile

## Legrand, North America Energy Profile (2016)

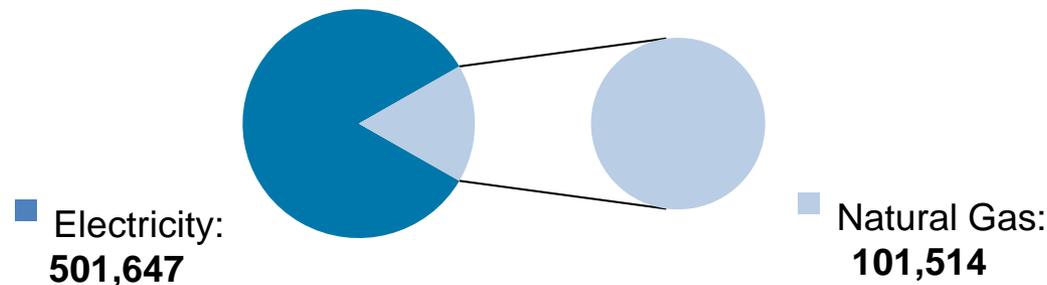
Facility Type	Number	Energy Usage (MMBtu)
Office	9	41,960
Distribution	6	54,199
Manufacturing	8	507,002
<b>Totals</b>	<b>23</b>	<b>603,161</b>

## Energy Use (MMBtu) by Facility Type



■ Office      ■ Distribution  
■ Manufacturing

## 2016 MMBtus



# Sustainability Goals

## Legrand Waste, Water & Energy Targets: 2022 Sustainability Operational Goals



**'Zero' Landfill  
Diversion**



**Energy Intensity  
↓25%  
in corporate  
energy intensity.  
↓20% at U.S.  
facilities**



**Water Intensity  
↓25%**

# Strategies for Addressing Energy Management

## Engaging our People



## Evolving Our Processes



## Deploying the Right Technologies



# We Engage and Empower Our People

We engage and empower our people so that they can drive and implement strategic improvements to energy efficiency throughout our sites.

## We do this at 3 key levels:

1. Executive Staff
2. Business and Functional Unit Leaders
3. On-site Sustainability Leaders



# We Engage and Empower Our People

## 1. This begins with the full support of our Executive Staff

- Public backing from CEO to support our goals
- Corporate budgeting, KPI's, and goal-setting
- Executive sponsors to support key initiatives

## 2. We strategically engage and garner support from key stakeholders to carry out projects

- Finance leaders
- Operations leaders
- Business leaders/ GM's

Legrand, North America CEO, Energy Efficiency Is Essential to Legrand's Success



# We Engage and Empower Our People

## 3. Our goals are carried out by on-site Sustainability champions

- Accountable to annual energy reduction targets
- Carry out corporate-level events at site level
- Implement best-practices and new ideas to drive behavioral changes
- Engage with local employee base
- Report-outs with Sustainability management team



# We Have Various Tactics to Strategically Engage Our People

These tactics include:

1. Training & education
2. Communication and report-outs
3. Corporate events
4. Energy audits & site-level activities

# We Train & Educate Our Employees to Drive Energy Efficient Behavior

We strategically target Sustainability site champions and the general employee base

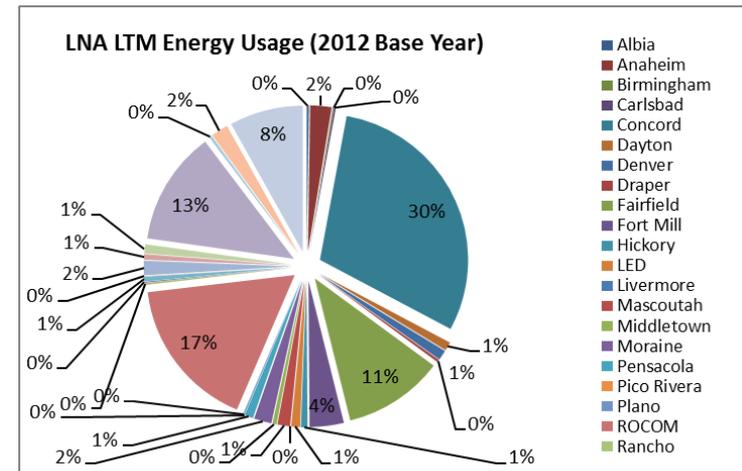
- **Sustainability site champions**
  - Training/educating site managers on analyzing and reporting energy data
  - Sharing of best practices
  - Inculcating Energy Policy
  - DOE programs and tools available
- **All employees**
  - Legrand Sustainability Bulletin
  - Toolkits and Guidebooks
  - Training on new technologies & products



# We Track, Analyze, and Report-Out On Our Progress

We are looking to drive actions from our Sustainability site champions and our business and functional unit leaders.

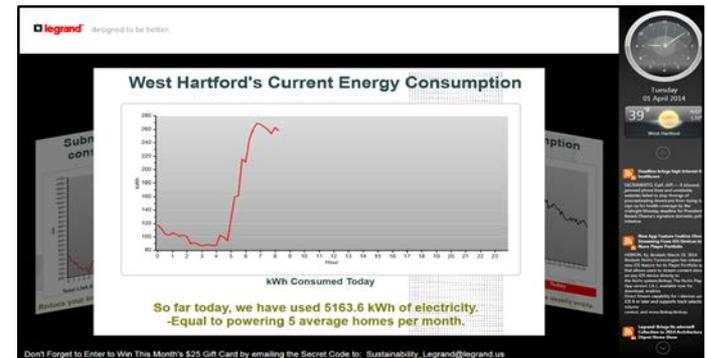
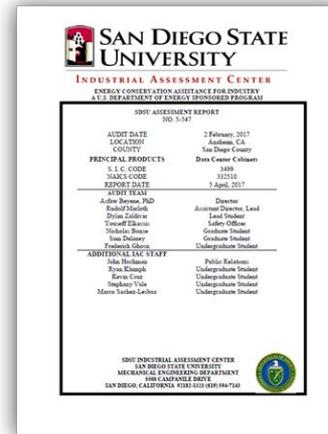
- Sustainability site champions
  - Monthly data logging
  - Bi-monthly Sustainability Operations Team Meeting and report-out
  - Ongoing projects tracking
- Business & Functional Leaders
  - Strategic integration of energy projects into productivity metrics
  - Ongoing projects tracking
  - Biennial Sustainability Operations Summit
- Executive Staff
  - Triennial Steering Committee progress updates
  - Annual reporting to DOE



# We Audit Energy Consumption at Our Facilities to Drive Results

We strategically audit facilities to highlight improvements that can be made.

- Sustainability site champions
  - Collaborate with Corporate Sustainability team to execute on:
    - Internal desk assessments
    - DOE Industrial Assessment Center audits
    - DOE In-plant trainings
    - Sub metering analysis
    - Site-level energy Kaizens
  - Responsible and accountable for post-audit actions
- Business and Functional Leaders
  - Post-audit communications to garner support for behavioral recommendations and investment decisions



# We Design Events that Help Engage Our People



We design and implement events to garner the support of the broader employee base, which helps us achieve sustained energy reductions.

- Sustainability site champions
  - Design, execution, tracking, and reporting of events
- All employees - execution
  - Some examples include:
    - Earth Day Events
    - Power Down Day
    - Energy Marathon
    - Energy Marathon 2.0
    - Trash Madness



Weekly Mini Event Submissions	Email Open Rates		
	WEEK	Open Rate 2014	Open Rate 2016
<ul style="list-style-type: none"> <li>• Give me a break – Save energy                             <ul style="list-style-type: none"> <li>• (491 Submissions)</li> </ul> </li> <li>• Sport Your Color – Support Your Business                             <ul style="list-style-type: none"> <li>• (291 Submission)</li> </ul> </li> <li>• Share Your Story                             <ul style="list-style-type: none"> <li>• (78 Submissions)</li> </ul> </li> </ul>	1	43%	61%
	2	41%	62%
	3	37%	55%
	4	37%	56%
	<b>TOTAL</b>	<b>38%</b>	<b>59%</b>

# Key Takeaways

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- 1. Make sure your people are reflected in your energy strategy**
- 2. Engage and empower your people**
  - i. Executive staff
  - ii. Key functional and business leads
  - iii. Site leaders
  - iv. Broader employee base
- 3. Log, track, and report out on your success**
  - i. Be accountable to your goals and KPI's
- 4. Reporting and tracking recognizes progress and success which builds pride and confidence. This results in creating a positive environment and a strong energy saving culture.**