

# Energy Management Selection Guide

TECHNOLOGY SELECTION GUIDANCE WITH COMPREHENSIVE EVALUATION CRITERIA

## MAKE INFORMED, FACT-BASED TECHNOLOGY SELECTIONS

Effective energy management is a holistic concept encompassing everything from sensors (metering) and actuators (motors) to the MES and ERP software layer. Organizational issues also come into play.

While often seen as a complicated topic, hindering adoption, it can be relatively simple for organizations to start implementing energy management.

One of the key learnings is that technology is an enabler for energy management, but not an end in itself. For users, the key challenge is often organizational, this means that employees need to be motivated, business processes adopted, responsible persons identified, and wage structure and incentives adjusted.

On the technology side, around 500 different companies offer energy management-related products. Some are experienced and can accompany you along all steps, from investigating to enterprise wide energy management systems. Other specialize in a certain aspect of energy management and offer open and standardized interfaces to connect with other layers of automation.

If you're thinking about implementing energy management or enlarging your current system, this comprehensive solution guide can simplify the technology selection process. The guide is based on years of research, extensive surveys, and interviews with global experts.

For more information, please visit us at [www.arcweb.com/technology-evaluation-and-selection](http://www.arcweb.com/technology-evaluation-and-selection).

## STRATEGIC ISSUES

Many industrial organizations face similar problems when it comes to energy management. This report addresses the most common challenges, including:

- Identifying and establishing appropriate benchmarks and KPIs
- Identifying appropriate selection criteria
- Capturing plant and industry knowledge
- Collaborating with OEMs
- Identifying scalable and open technologies
- Identifying and benchmarking against current strategies in energy management
- Setting the right targets
- Implementation organizational changes

## GUIDE CONTENTS

### EXECUTIVE OVERVIEW

Major Trends  
Challenges & Solutions  
Market Players & Competencies

### ENERGY MANAGEMENT ADOPTION

Total Shipments of Energy Management Systems  
Available Technologies  
Energy Management as a Holistic Framework  
Strategies for Success  
The Next Steps  
Factors Contributing to Adoption  
Factors Inhibiting Adoption

### STRATEGIES TO IMPLEMENT ENERGY MANAGEMENT

Search for Adequate Benchmark and KPIs  
Capturing Plant and Industry Knowledge  
Collaborate with your OEMs  
Use Scalable and Open Technology  
Benchmarking: Current Strategies in Energy Management  
Setting the Right Target  
Organizational Implementation

### SCOPE OF REPORT RESEARCH

### SUPPLIER EVALUATION

Segmentation  
Survey Results  
Competence Matrix  
Wave and Experience of Players

### TECHNOLOGY AND SUPPLIER SELECTION CRITERIA

Criteria Analysis  
Fact-based Selection Process  
Consider Best Practices by Suppliers  
Selection Process Tools Available  
Criteria List

### MARKET SHARES ANALYSIS

Leading Suppliers  
Tier Two Suppliers  
Market Shares of the Leading Suppliers

### SUPPLIER PROFILES

Profiles for 25 of the major suppliers servicing this market are included. Each profile reviews the company's business, products, and services as it applies to this market segment.

