

# Energy insights help Excelsa Health increase earnings by \$50k

Excelsa Health in Western Pennsylvania have been recognized for their energy efficiency efforts throughout the 2 million square feet of its three hospitals and satellite facilities. Implementing energy insights solutions took their energy strategy to the next level.



## Excelsa wanted to maximize their energy strategy

Seeking a new perspective on how to understand and manage its energy usage, Excelsa Health harnessed energy insights solutions from Centrica Business Solutions.

With installations of Panoramic Power™ wireless energy monitoring sensors on the circuitry at five of their healthcare facilities, our energy insights platform yielded a wealth of actionable energy data.

With the ability to deliver energy insights down to the equipment or device level, we helped support a plan that wouldn't disrupt operations.

## The results

The data yielded insights into exactly where Excelsa Health could shed load consumption during Demand Response events. By reducing use from their HVAC systems, lighting and elevators, they were able to curtail more than 3.5 MW at three of their locations.

For the Excelsa Health team, this use of energy insights took their Demand Response strategy to a new level.

"During the Test Event, we knew exactly where we were and it was very helpful. Now, for our Demand Response reenrollment, we think we could increase our commitment because of these insights, and increase our earnings by up to \$50k" said Dan Robinson, Director of Facilities, Real Estate and Construction, Excelsa Health.

"Now that we have this visibility, there's no more guesswork. With the tools we have access to and the knowledge that we've gained, we're confident we'll be able to take off more load from the system.

"We're even planning on displaying this data on our main maintenance computers so that we can raise awareness across our team" he continued.



curtailed usage



increased earnings  
through Demand  
Response

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Excelsa's mission is to improve the health and well-being of every life we touch. By being conscious of our energy usage and carbon footprint and being good environmental stewards, we are really supporting our mission and it's how we're ultimately held accountable.”

**Dan Robison**

**Director of Facilities, Real Estate and Construction  
Excelsa Health**

## Why Centrica Business Solutions?

- Gain a comprehensive understanding of your entire energy infrastructure with real-time, device-level monitoring
- Lower your electricity costs by proactively taking action when you identify inefficiencies and energy waste.
- Maximize operational efficiencies and spend by benchmarking and managing energy consumption.
- Reduce risk of equipment failure and costly downtime with predictive analytics and sophisticated alerts.