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Ask the Expert: Portfolio Benchmarking



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For organizations managing diverse, multi-site facility portfolios, creating and implementing comprehensive energy efficiency programs presents a complicated challenge. Between a myriad of changing variables—such as facility size and weather—to fragmented reporting tools, organizations often struggle to unify their portfolio data. To cut through the chaos, we asked our Senior Manager of Data Enrichment, [Baylee King](#), for her insight on Portfolio Benchmarking.

This edition of Ask the Expert was created with the assistance of [Todd Fayant](#), [Matthew Johnson](#), [Jarod Gunning](#), [Stephanie Payne](#), and [Kevin Lehman](#). Thank you to Baylee and her team for their contributions to this month's newsletter.

What are some of the biggest challenges that multi-site organizations face when managing portfolio data?

Reviewing the cost and efficiency of sites across time can be quite a challenge when locations differ in climate and size and have varying production and occupancy at the site level.

Additional variables, including broken meters, water leaks, and other anomalies, increase the challenge of tracking and evaluating outliers and trends. The ability to distinguish between trends that impact the whole portfolio and site-specific trends is helpful in both the short and the long term.

How are organizations using Portfolio Benchmarking to identify hidden inefficiencies across utilities (electricity, natural gas, and water)?

The [Portfolio Benchmarking](#) report (not including waste or telecom) quickly and clearly presents clients with an opportunity list of sites for analysis, highlighting trends and outliers across different cost drivers over different points in time. The report explains which sites are different—and why—even for less obvious circumstances.

For example, clients can quickly identify anomalies for same-sized facilities in similar climates and make changes to a location to help it perform more efficiently and in line with its peer locations. The Portfolio Benchmarking data is weather adjusted across the portfolio, allowing it to make a true comparison. With the weather's impact removed, the report displays the under- and over-performing sites across the portfolio, making it easy to see the opportunities.

Looking to lower your utility costs?
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Clients have the option to use different filters within the report—such as time frames, location types, and production across utility service types—which allows them to find and improve the under-performing locations that cost more money and impact the profit margin. What's more, they can monitor repeat offenders over time to decide how and when to act based on the trends.

What data-driven insights have proven most effective in helping teams translate Portfolio Benchmarking results into measurable performance or cost improvements?

A few examples come to mind! Portfolio Benchmarking is a strong tool to identify underperforming sites; comparison of these sites over time leads to critical insights.

We've seen situations where the absolute cost at a site was lower, but so was production or occupancy, with increased cost per production unit or customer. With knowledge of this situation, our client dug into why the cost per production/customer was actually higher and addressed those problems.

The Portfolio Benchmarking report provides useful insights to aid the validation process of energy management projects. By identifying trend shifts from the start of the new system or project, users are able to find the differences and increased efficiencies over time, making true impact possible. With this tool, we've helped our clients evaluate their [return on investments](#) and decide how and when to make similar changes at other locations.

Clients can also gain a fresh perspective by using the tool to benchmark against their peers in the industry, gaining insight into how their own expenses and profit margins may be impacted more in this area than their peers.

Understanding the difference in efficiency between you and your competitors is an advantageous insight.

-Baylee King, Senior Manager of Data Enrichment, ENGIE Impact

Ready to gain valuable insight into your resource management? [Schedule a 1:1 with one of our experts](#) to get started with Portfolio Benchmarking.

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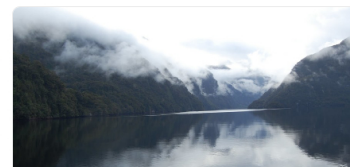
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