

# Energy and Resource Efficiency

**A practically tested approach that adds measurable value to your Hotel brand and business**

## Why Resource Efficiency in the hospitality industry?

Resource efficiency approach helps you get the most value out of your resources such as **energy, water and materials**. The benefits for your hotel will include lower operating costs, lower environmental footprint and can also create a positive story to share with your customers. As potential customers and existing guests become more discerning about environmental issues, Hotel brands that enhance their environmental credentials increase their prospects of repeat as well as new business.

## Who we are and how we can help?

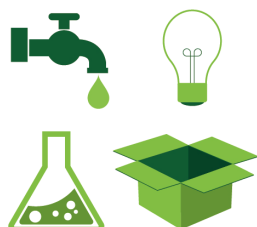
We are two consulting groups that are cooperating as a consortium to leverage our complementary strengths and over 9 years of experience to help the hospitality industry adopt and benefit from the Resource Efficiency approach with a special focus on maximizing value from energy and water resources. We have relevant practical experience and high success rate in helping our clients achieve significant savings especially from their energy resources.

Our methodology involves two phases – In phase 1 we conduct a walk through energy assessment that typically reveals the areas where specific interventions (often process based and with small or no capital expenditure) can help reduce operating costs and improve the environmental footprint. Our assessment report will contain a management summary as well as details of observations and quantifies the potential savings. It will provide insightful improvement actions based on our analysis of measured data – a skill that our team has developed over several years of client engagements.

In phase 2 we help you carry out more detailed assessment (and audit) to identify more opportunities and to quantify in greater detail the previously identified potential savings, to execute the improvement actions and could also impart training for best process management for achieving high levels of resource efficiency.

We do not promote or sell any specific technology or equipment – to the extent possible we help the hotel team get maximum performance output from existing equipment.

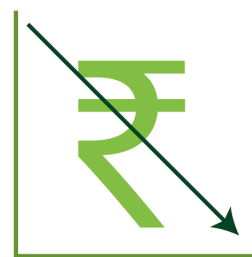
## Benefits of our approach (RE)



Reduced cost of resources



Reduced pollution



Reduced cost of operations

## The Team

The consortium consists of SUSTENT group comprising two firms (Stenum Asia and SUSTENT Consulting) and DA Projects.

SUSTENT group is led by Rajat Batra, an alumnus of IIT-BHU, India and The Ohio State University, USA with over 25 years of operating and consulting experience. He is a certified M&V professional.

All SUSTENT group consulting and delivery executives are highly trained and experienced engineers; some of them are certified energy auditors as well. We also have Europe based international experts for providing additional and specific expertise such as sustainable tourism, eco labelling, where required.

STENUM Asia is empanelled with the Bureau of Energy Efficiency (BEE), SIDBI and ISTSL as an energy service company.

DA Projects is led by Amit Tambi, a Mechanical Engineer with post graduate qualification in Project Management and PMP certification from PMI USA. He has executed and commissioned ten hotel projects of Oberoi's, IHG, Hyatt, Acoor & Ananda in Himalyas He is also a green building professional certified by IGBC. Amit has over 24 years of corporate sector at senior roles and executed over 85 projects across Hotels, Commercial, MNC School, Retail, Restaurant, Offices and Industrial sectors. He is well versed with the execution, integration, installation, testing & commissioning of Mechanical, Electrical, HVAC and other such services especially in context of hotel buildings.

## What is our client base?

This is a partial list of our clients – Le Meridien Jaipur, The Westin Mumbai, The Westin Gurgaon, The Oberoi Cecil, Novotel Kolkata, Future Group, Spencer's Retail, Ashoka University, Holy Family Hospital, Automotive Component Manufacturers Association (ACMA), Maruti Centre for Excellence (MACE), Emergent Venture India, Vanaz Engineers. Besides this we have delivered services for several projects of United Nations Industrial Development Organisation (UNIDO), European Commission's SWITCH-Asia Programme and other international development organizations.

**We have helped our clients save the environment and reduce their carbon footprint while saving them money.**

## Examples of positive impact delivered

1. In a recent project, through implementation of a *single* recommendation a hotel saved electrical energy worth Rs. 18 lakhs per annum (within 2 days of project start) with an **immediate pay back\***, while avoiding 196.8 t of CO<sub>2</sub> emissions annually!
2. A small cluster of light engineering SMEs that participated in one of STENUM Asia's RECP projects have significantly improved their resource efficiency while saving Rs. 62.56 lakhs per annum! Payback period\* of the improvement actions varied from as low as 1 month to an attractive 9 months at the companies.
3. Simply guiding the maintenance team to change voltage tap settings during routine maintenance helped a hotel achieve 8% energy savings 12% load reduction – amounting to over ₹ 15 lakhs with immediate payback\*.

\* Payback period = (Investment in improvement actions + Project fee) / Annual savings

## Resource Efficiency Approach

It is an enterprise wide improvement methodology using standard tools and methods to minimise wastage. It can be easily integrated into the existing management or quality systems at a hotel.

**Want to save money in your hotel operations, attract more customers and also save the environment?**

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