

EEAC Public Comments – July 14, 2021

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In addition to this written public comment I would also like the opportunity to provide an oral comment (limited to 3 minutes) during the meeting. Leidos has been working with the Mass Program Administrators (PAs) providing customized energy efficiency solutions for customers (primarily manufacturing) since 2015. The “Industrial Initiative” as it is known has grown in popularity due to the continued collaboration with the PAs. Through this collaboration, the program has been well received with end use customers and trade allies alike. A few of the features and benefits of the program include:

- A close working partnership with the utility sales reps in identifying and facilitating custom process related solutions for industrial customers.
- A robust trade ally outreach effort that has fostered relationships with trade allies that traditionally support industrial customers.
- A focus on project development with continued support right through the completion of the project.
- A focus on continually developing a pipeline of projects once a customer and trade ally have been engaged.

The success of the program has received attention from other jurisdictions such as NY where features of the program that have been developed collaboratively over time with the MA PAs are now being adopted.

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