

We will begin shortly



Welcome

WE ARE MASS SAVE®:





What You Do Matters

WE ARE MASS SAVE®:



EVERSOURCE



nationalgrid



The Spotlight Is On

Climate Change

Increasing Urgency

Equity

Everybody's talking at me. — Henry Nilsson



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Enormous Benefits Delivered through the Program



\$27.4 Billion in
total Benefits



12.2M MWh
Saved



77,468 Energy
Efficiency Jobs
in MA

(as of Q2 2021)



3.75 MMtCO₂
Reduced

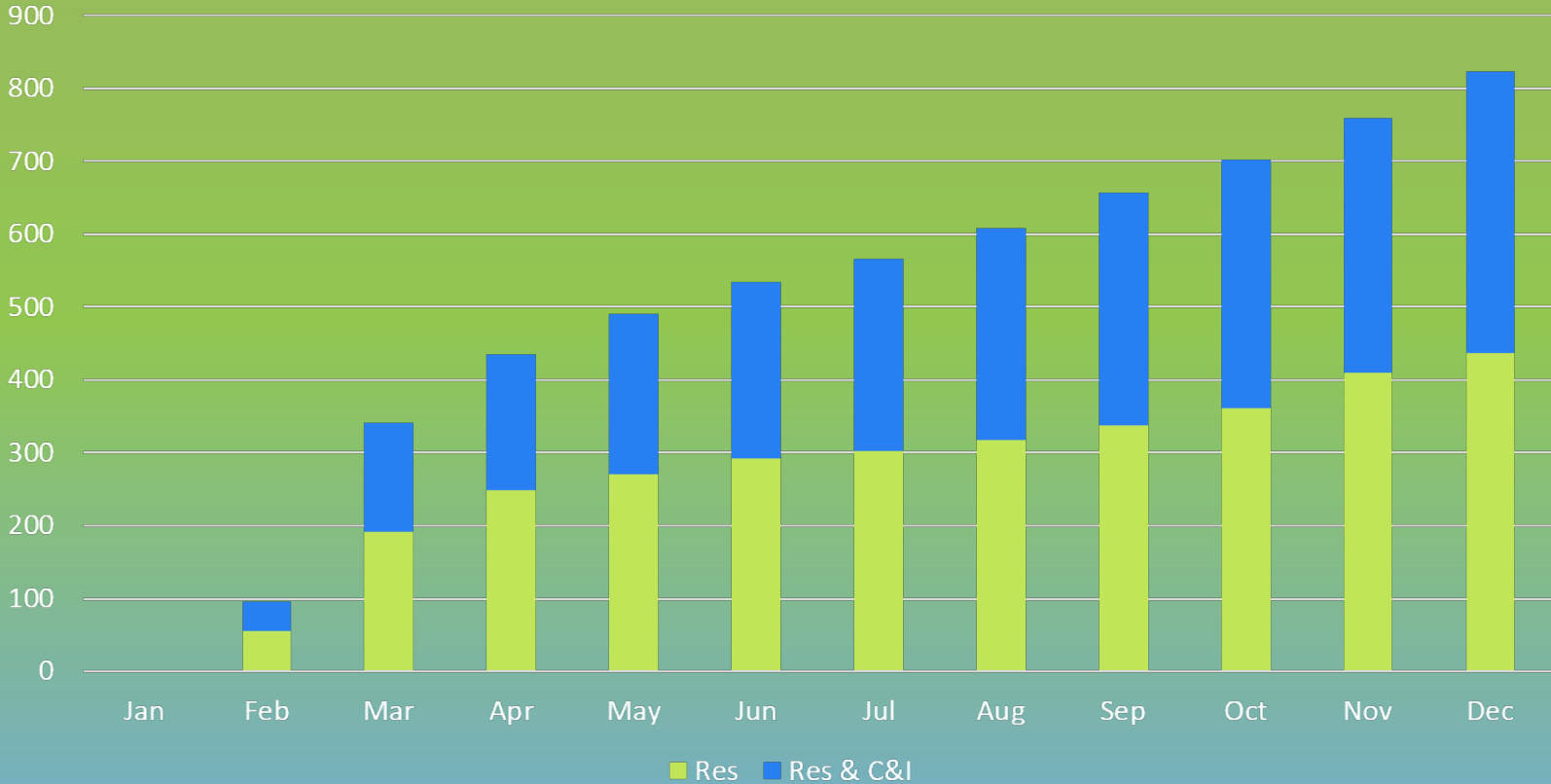
Our tremendous partners have successfully delivered energy efficiency at scale and driven robust economic growth.

Source: https://e4thefuture.org/wp-content/uploads/2021/08/Massachusetts_2021.pdf

Heat Pump Installer Network:

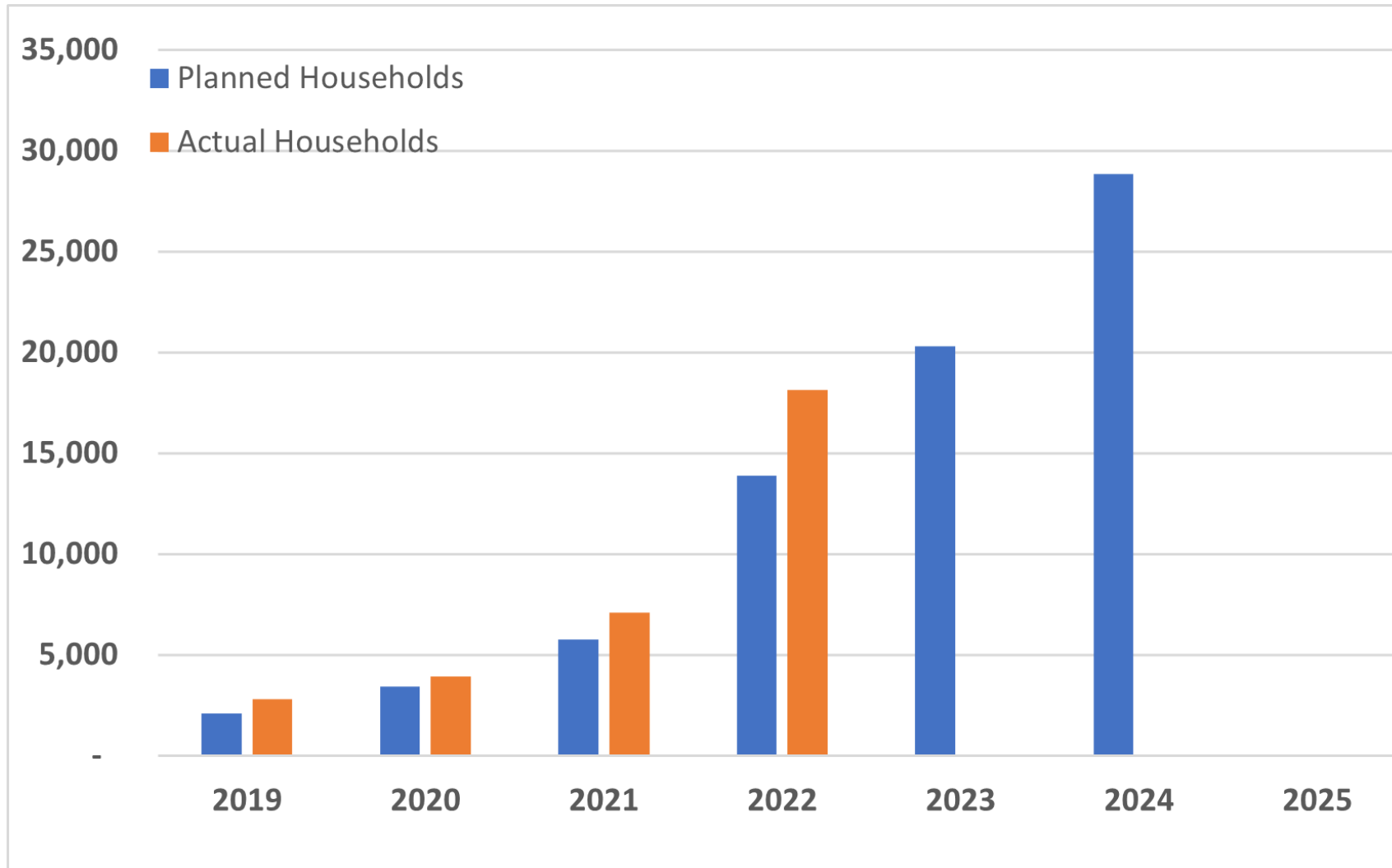
If you **build it**,
they will come

Contractor Participation



823 companies enrolled in 2022

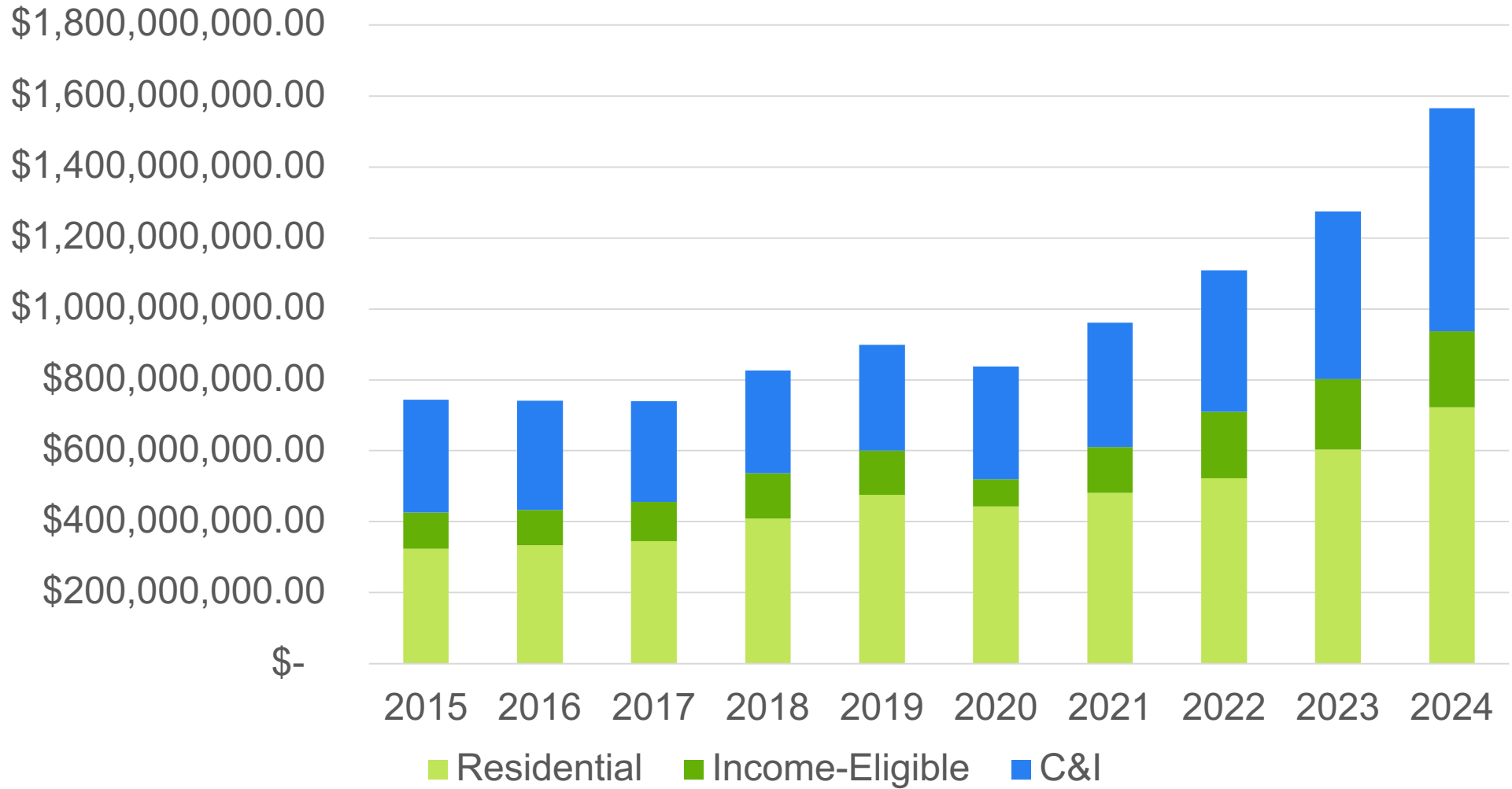
Together we're building the market.



Residential Heat Pump Deployments

**Preliminary Estimates – Subject to Change*

Annual Program Budget



2025-2027 Plan Timeline: Many Opportunities for Engagement



Winter 2023/2024	EEAC Workshops
March 1, 2024	GHG Goals set
March 31, 2024	Initial Draft Plan
July 1, 2024	EEAC Comments on Plan
Aug. 15, 2024	PAs Respond to EEAC Comments
Oct. 31, 2024	PAs file Plan with DPU
Fall/Winter 2024/2025	DPU Adjudicates Plan
March 1, 2025	DPU Order on Plan

The Legislature is active—stay informed and engaged.

The world belongs to those who show up. — Tim Lyne



Thank you

YOU are the Champions

WE ARE MASS SAVE®:



Youl Bellil

Senior Advisor, Facilities
Management at Dell
Technologies Inc.



Dell Technologies, Sustainability & Energy Efficiency and Business Partners

Youl Bellil

Senior Advisor, Facilities Management

 **DELL**Technologies

Who we are at Dell Technologies and what do we do?

Our business

Dell Technologies provides the essential infrastructure for organizations to build their digital future, transform IT and protect their most important asset information.

 **133,000**

Approximate number of full-time employees¹

 **\$101.2B**

FY22 revenue

 **96%**

% of Fortune 500 companies serviced by Dell in FY22 Q2

 **3**

Dell Technologies named a Leader in 3 2021 Gartner® Magic Quadrant™ reports*

180

Approximate number of countries Dell operates in globally



GLOBAL FOOTPRINT

 **20+**

Manufacturing locations (9 Dell owned)

 **140+**

Fulfillment and logistics centers

 **750+**

Parts distribution centers globally

 **2,400+**

Vendor-managed service centers and 80+ global repair centers

 **\$7.5B**

Invested in R&D over the last 3 years

Awards & Achievements

#2

Newsweek's America's Most Loved Workplaces 2021

Newsweek

#2

in the computer industry on Fortune's Most Admired Companies 2021

FORTUNE

#7

Forbes World's Best Employers 2021

Forbes

43

STAR Awards from the Technology & Services Industry Association (TSIA) for commitment to outstanding innovation, leadership and excellence in the technology services industry

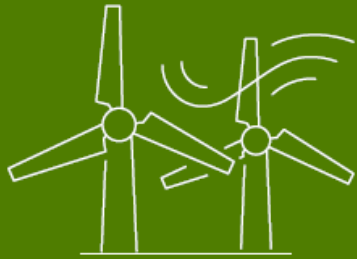
* Gartner, Magic Quadrant for Primary Storage, October 2021; Magic Quadrant for Distributed File Systems and Object Storage, October 2021; Magic Quadrant for Enterprise Backup and Recovery Software Solutions, July 2021. GARTNER is a registered trademark and service mark of Gartner, Inc. and/or its affiliates in the U.S. and internationally and is used herein with permission. All rights reserved. Gartner does not endorse any vendor, product or service depicted in its research publications, and does not advise technology users to select only those vendors with the highest ratings or other designation. Gartner research publications consist of the opinions of Gartner's research organization and should not be construed as statements of fact. Gartner disclaims all warranties, expressed or implied, with respect to this research, including any warranties of merchantability or fitness for a particular purpose.

What we plan to do in the context of carbon footprint reduction going forward

CLIMATE ACTION GOALS

On the road to net zero

SCOPES 1, 2 AND 3



We will reach net zero greenhouse gas (GHG) emissions across scopes 1, 2 and 3 by 2050

SCOPES 1 AND 2



We will reduce scopes 1 and 2 GHG emissions by 50% by 2030

SCOPE 2



We will source 75% of electricity from renewable sources across all Dell facilities by 2030 — and 100% by 2040

SCOPE 3



We will partner with our direct material suppliers to reduce GHG emissions by 60% per unit revenue by 2030

SCOPE 3



In FY23 we will release a new 2030 goal to reduce the carbon emissions associated with the use of sold product

Reduction in GHG Emissions continued

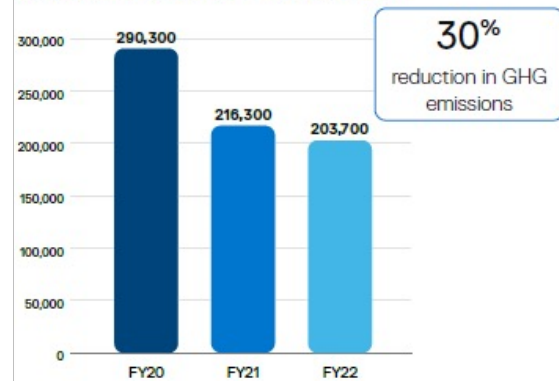
CLIMATE ACTION GOALS

We will reduce scopes 1 and 2 (market-based) greenhouse gas (GHG) emissions by 50% by 2030

Taking responsibility for the GHG emissions generated by our company facilities; vehicles; purchased electricity, heating, and cooling is the first step on the journey to net zero. Electricity use in our buildings is the largest source of GHG emissions from our own operations, with smaller quantities coming from fuels and refrigerants used in buildings and in company vehicles. To achieve a 50% reduction by 2030, we are focusing on efficiency in our electricity use and increasing our use of renewable energy. Our 2030 scope 1 and scope 2 GHG reduction targets have been accepted by the Science Based Targets initiative (SBTi) as consistent with reductions required to keep global warming to 1.5 degrees Celsius, the most ambitious goal of the Paris climate agreement.

PERFORMANCE TO DATE*

Reduction measured from FY20 baseline.²¹



MTCO₂e of scopes 1 and 2 (market-based) GHG emissions

*Please see our [2030 Goals Dashboard](#) for more on the progress, scope and measurement of this goal.

RECENT HIGHLIGHTS

Reduced our scopes 1 and 2 GHG emissions by 86,600 metric tons since FY20

In FY22, we achieved the ISO 50001 energy management systems standard certification for two additional Dell facilities. As a result of these certifications, all 10 of our Dell-owned manufacturing facilities are now certified. Through this and other programs, we continue to implement projects to improve energy efficiency and reduce greenhouse gasses in the buildings we operate.



What has Dell Technologies done to show commitment over time?

- Dell Technologies Named 2022 Mass Save Climate Leader for Outstanding Commitment to Energy Efficiency
 - Recognition highlights Dell Technologies' continued efforts in reducing greenhouse gas emissions and leading the state to a clean energy future
 - Dell Technologies has leveraged the incentives, support, and rebates offered by the Sponsors of Mass Save® to make impactful investments in energy efficiency as well as reduce Dell Technologies' carbon footprint, and curb greenhouse gas emissions. The Dell Technologies Facilities Team has implemented operational changes to increase energy efficiency. From small scale projects such as upgrades to building management software systems or LED light upgrades, to major upgrades in HVAC, refrigeration, or cooling systems, year after year Dell Technologies has demonstrated they take seriously their commitment to the climate. Together they have saved tens of millions of kWh over the past five to ten years.



Current Opportunities for Advancing Sustainability

- Renewable electricity procurement
 - Virtual Power Purchase Agreements (VPPAs)
 - Onsite Solar
- Energy efficiency as a primary strategy
 - Identify the Significant Energy Users (SEUs) at Dell owned facilities
 - Energy review or technical assistance studies
 - Develop action plans to address SEUs and promote efficient operations
 - Energy Conservation Measures (ECMs)
 - Reduce demand side energy use where possible.
 - Focus on energy cost reduction
- Digital Transformation
 - Smart building technology
 - Great opportunity for business partners
 - Optimize, automate operations
 - Data-driven decision making

How should Energy Efficiency companies think about interfacing with customers like Dell Technologies

- Policies and Procedures
 - Onboarding
 - Background checks
 - Safety / Security
 - Procurement
 - Paperless invoice submission
 - Contract and payment terms
- Cyber Security and IT considerations
 - Vulnerabilities to the network are not acceptable.
- Trust and Integrity
- Be a champion!
 - Become an extension of the staff

What exemplary customer service looks like

- Responsiveness
- Long term partnership
- Conscientious
 - Open communication with facility operations
- Collaboration tools
 - Need to quickly adopt collaboration tools
 - Such as, Zoom, Teams, BIM 360 and others.
- Solution oriented

DELLTechnologies



Overview

WE ARE MASS SAVE®:





Together, we make good happen for Massachusetts.

Your local electric and natural gas utilities and energy efficiency service provider are taking strides in energy efficiency: Berkshire Gas, Cape Light Compact, Eversource, Liberty Utilities, National Grid and Unitil.

As one, we form Mass Save[®], with the common goal of helping residents and businesses across Massachusetts save money and energy, leading our state to a clean and energy efficient future.



We Are Mass Save[®]

WE ARE MASS SAVE[®]:



Agenda

Pivoting towards a new direction

Six themes

Examples of investment and vision

The road turning more steep

Summarize and transition



ELECTRIFICATION



EQUITY



TRADITIONAL MEASURES



WORKFORCE DEVELOPMENT



SMALL BUSINESS



WEATHERIZATION



WE ARE MASS SAVE®:



Traditional EE

Lighting inclusive of
lighting controls

Mechanical Systems

Associated Building
Controls

Ensuring Optimal
building operation

Manufacturing
opportunities

Plant Utilities

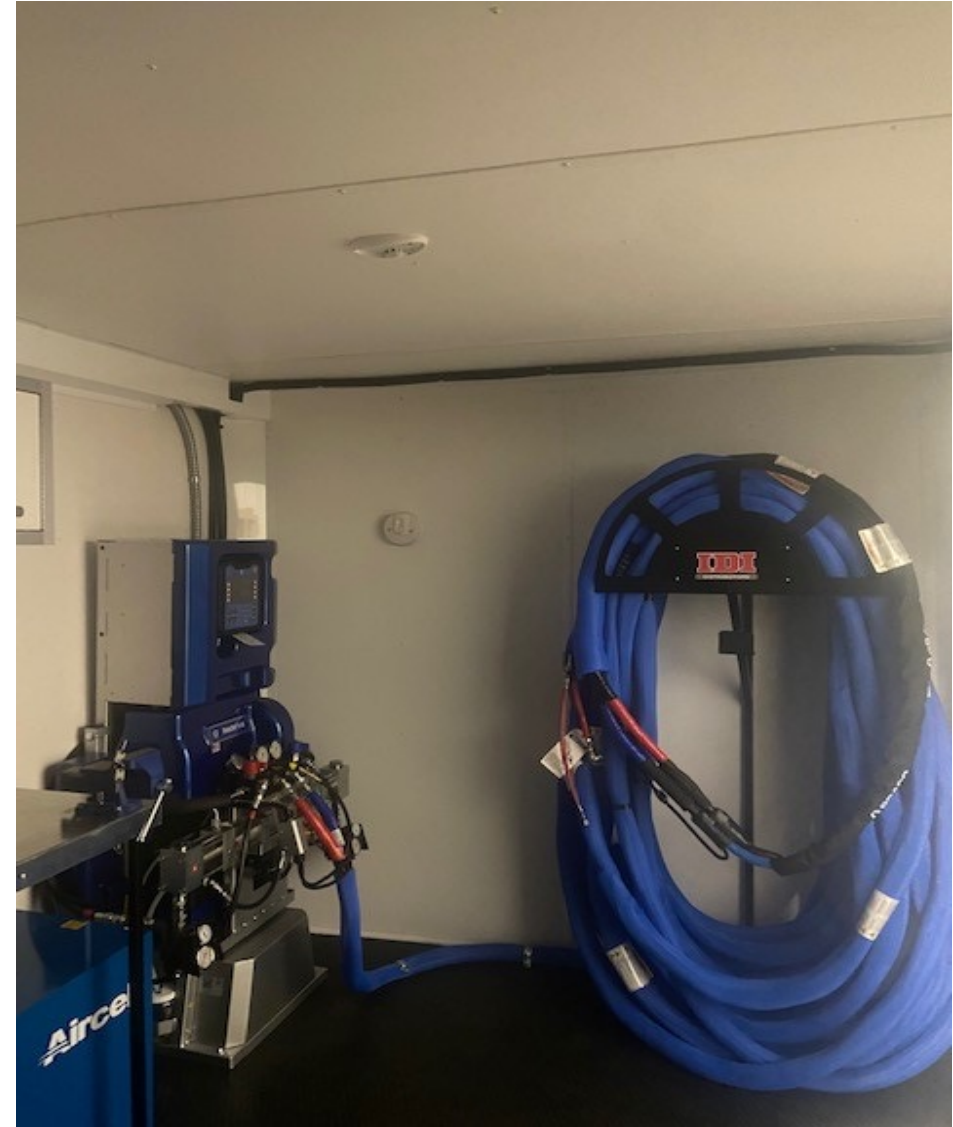
Weatherization

Pipe Insulation

Steam Systems
Optimization



Spray Foam Installation Rigs



Workforce Development



Electrification



Massachusetts
Energy Efficiency
Partnership
Agenda 2023

Main Streets



Expanded agenda



Price mitigation



Equity C&I targets

Steep Grade Ahead



Fantastic start to a difficult journey



The road is turning more steep

Summary

Maximize the infrastructure added for lighting optimization

Understand and advise on all relevant decarbonization strategies

Economically address Weatherization for every site

Overcome Language and location barriers for your territory and customer base

Today's 11 Sessions

10:00 AM – 10:45 AM

Demand Response
Electrification and Weatherization
New Construction

10:45 AM – 11:00 AM BREAK

11:00 AM – 11:45 AM

HVAC and Equipment Controls
Lighting and Lighting Controls

11:45 AM – 12:15 PM VIRTUAL BOOTHS

12:15 PM – 1:00 PM

Small Business
Industrial Process
Deep Energy Retrofit

1:00 PM – 1:45 PM

Feedback Session: Deep Energy Retrofit
Feedback Session: Electrification and Weatherization
Feedback Session: Program Changes

We look forward to hearing from you

Please put all your questions into the questions section with this icon.



Q&A





Thanks for listening.

Enjoy today's event

WE ARE MASS SAVE®:

