



THE STATE OF ENERGY MANAGEMENT

2019

ANNUAL SURVEY REPORT

CHALLENGES, PRIORITIES AND TECHNOLOGICAL
TRENDS FOR ENERGY MANAGEMENT PROFESSIONALS
IN 2019.

WWW.DEXMA.COM 

INDEX



02

ENERGY MANAGEMENT,
WELCOME TO 2019!

03

THE ENERGY
PROFESSIONAL OF 2019

05

ENERGY COSTS: WHERE
THEY COME FROM

06

NUMBER OF SITES
MANAGED

07

ENERGY MANAGEMENT
PRIORITIES AND
CHALLENGES

10

STATE OF EMS
TECHNOLOGY

14

TECHNOLOGICAL
TRENDS FOR THE
ENERGY SECTOR IN
2019

ENERGY MANAGER, WELCOME TO 2019!

“

At DEXMA we believe **the future of energy is DIGITAL**, and we are building it, one building at a time. That's why our goal is to continue building the best SaaS solution on the market, to make the work of energy professionals like you more efficient, effective and valuable.

And to achieve this, we must understand what challenges you face on a daily basis, what your priorities are and what you expect from the most advanced energy management technologies and tools.

Once again, we have produced our report on the State of Energy Management 2019, thanks to the survey we launch annually to the sector.

I hope that the Report on the state of energy management 2019 will be useful and helpful on the road to energy digitization.

”

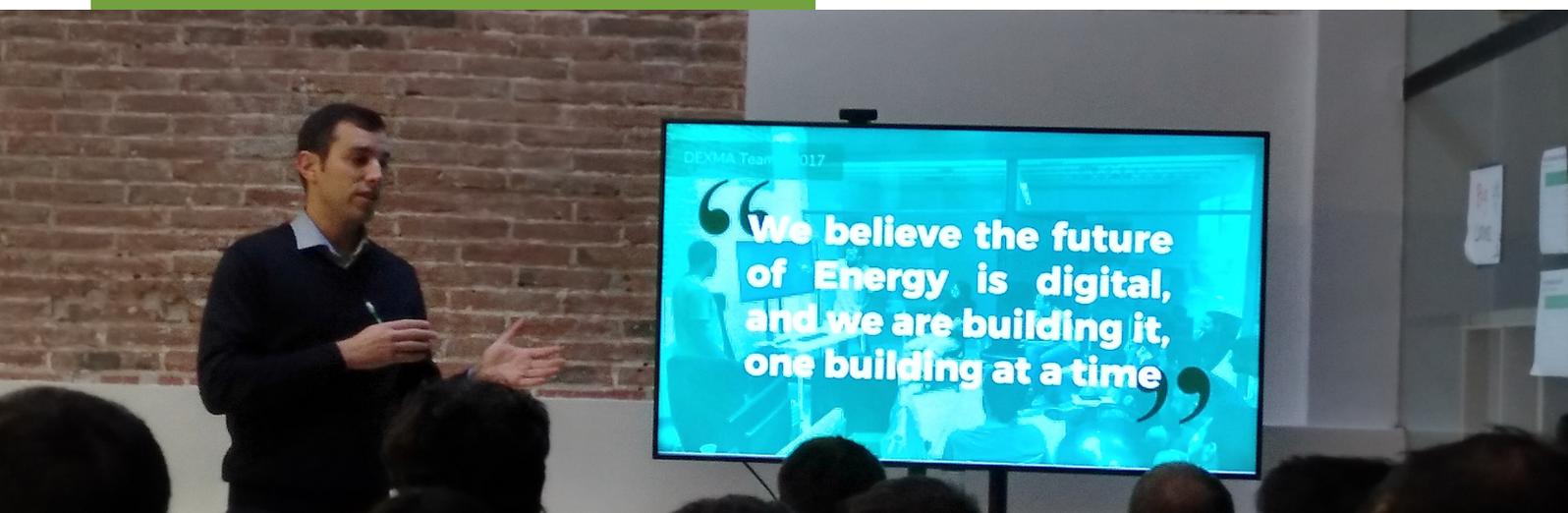
JOAN PINYOL 

CEO & CO-FOUNDER



In this report you will discover how the sector is evolving and where it is going, thanks to information such as:

- **Trends in energy management** of energy service companies, facility management companies, and many others.
- **Challenges** in energy management for energy professionals like you.
- What energy **technologies** are followed in the sector.



THE ENERGY PROFESSIONAL OF 2019

How many buildings does the average energy professional manage? How big are their teams? What are their roles in their companies? What kind of companies do they work for?

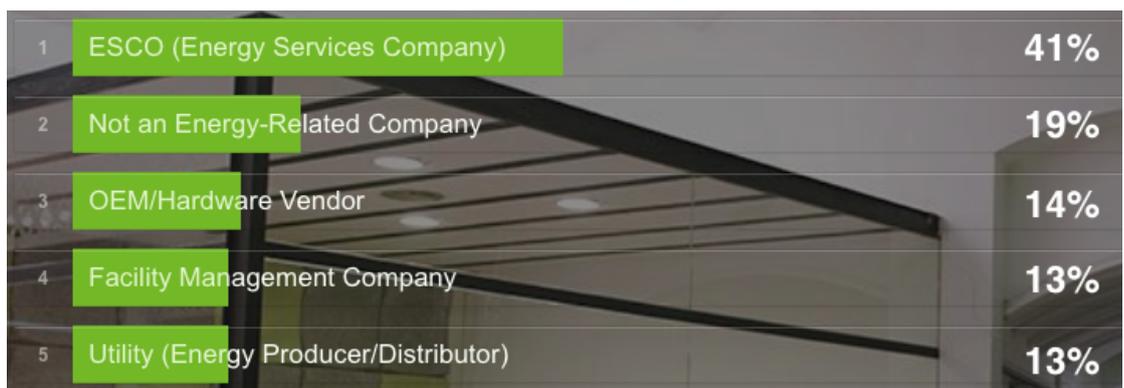
In this chapter, you will learn about the profile of the **over 300 energy professionals who responded** to our survey. It means you will get to know your co-professionals (and competitors) in greater detail.

ABOUT 70% OF RESPONDENTS BELONG TO COMPANIES IN THE ENERGY SECTOR

Which option best fits your company?

Most respondents belong to companies related to energy, be that an **energy service company (ESCO)**, **original equipment manufacturer (OEM)** or an **utility**. In other words, almost 70% of respondents work for companies in the energy sector.

Another 13% of professionals belong to the **facility management** sector, which is also heavily involved in the energy management of its customers and buildings. The remainder belong to sectors that are not directly related to energy (19%), such as retail, construction and public administration, among others. The latter are highly affected by energy costs. That is why most of them now have energy-related professional positions within their organisations, as this helps them reduce their costs and improve their energy efficiency.



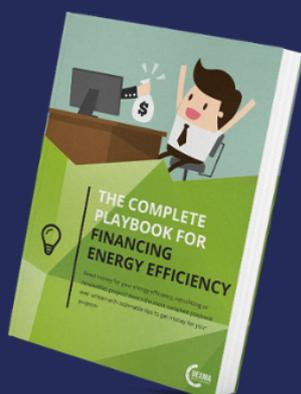
How many employees does your company have?

64% of respondents work for SMEs, and of those SMEs, 9% have a workforce of more than 50 employees.

It can therefore be deduced that the remaining 36% are employees of large companies, i.e. with more than 200 employees. Only **11% belong to large multinationals with +10,000 employees**.

FINANCING GUIDE

Find out how to get the **financing your Energy Projects** need.



GET THE GUIDE

For all these small and medium-sized companies, it is sometimes difficult to set up efficient energy management projects for financial reasons. Logically, they lack the same resources that large companies do.

To help solve this problem, public administration and governmental organisations provide **grants and subsidies to SMEs to fund their projects**. If this is one of the reasons why your energy services company has not been able to complete some of its projects, the solution might be to inform your clients about this kind of assistance and recommend they take advantage of it.

This **free guide** [🔗](#) will help your company or clients, however small, resolve any doubts about ways of obtaining the funds you need.

How would you define your professional role within your company?

66% have roles within the company that are directly related to energy management. These include **engineers, sustainability managers, energy managers and facility managers**.



ENERGY COSTS: WHERE THEY COME FROM

Energy costs are among the highest operating costs that companies face. However, **what percentage of your company's operating costs are energy related?**

26% of professionals state that **more than 15% of operating costs are energy related.**

52% state that their energy costs are no greater than 10%.

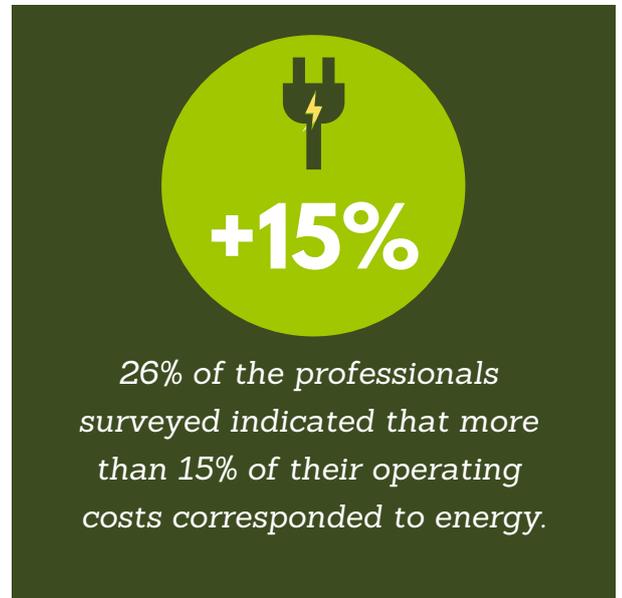
When asked what they thought about changes in this percentage, 43% stated that **energy-related costs are still rising.** Only 19% said they had noticed a reduction in energy costs.

The remaining 21% said they had not noticed any change in energy-related costs.

What's clear is that energy demand is still on the rise due to the ever more widespread inclusion of technology in each and every part of our businesses.

This means that energy costs are continuing to increase in most companies, hence the importance of **reducing costs and making facilities more efficient.**

To achieve this, many companies are choosing to set up EMS

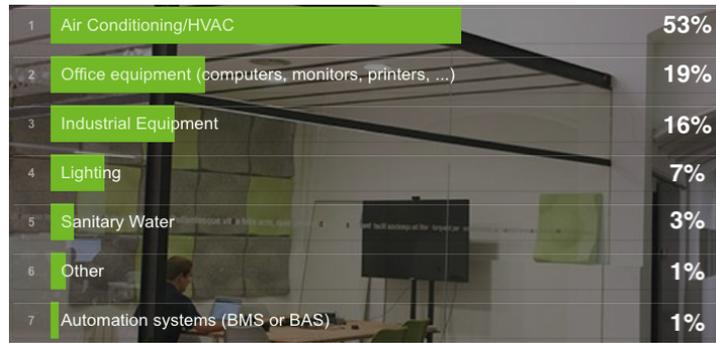


(energy management systems) through **compliance with standards such as ISO 50001.** If you would like to know more about this certification, we recommend this **guide.** [🔗](#)



If you are already certified, just remember that it was updated less than a year ago, and some changes have been introduced that will affect compliance with the standard. In this **article** you will find more information about this.

53% STATE THAT THE HIGHEST ENERGY CONSUMPTION COMES FROM HVAC



Given that energy costs are, as a rule, very high for any company, **what is the main source of consumption? Where are your facilities consuming the most energy?**

Most professionals stated that the main source of energy consumption is heating, ventilation and air conditioning (**HVAC**).

The remaining energy consumption is spread between office equipment, industrial equipment and lighting. Only 3% state that their sites' highest consumption comes from sanitary water.

39%

39% of those surveyed are responsible for the energy management of between 2 and 20 buildings or locations.

10%

10% say they are responsible for managing energy in +100 buildings or locations.

Get to know a real case study of multi-location, with savings +1.5M€

Download Case Study

NUMBER OF SITES MANAGED

In how many buildings/sites are you in charge of energy management?

Most energy professionals (39%) only manage a handful of buildings (from 2 to 20).

And a low percentage (11%) only manage the energy of a single building.

As in previous years, the results show that only **10% are responsible for more than 100 sites**. This figure surely corresponds to the 20% of respondents who stated that they belong to companies with +1,000 employees.

ENERGY MANAGEMENT PRIORITIES AND CHALLENGES FOR 2019

Did you know?

41% of the over 300 professionals who answered our survey claim that their companies **have an effective energy management strategy**. This is a very positive statistic for those of us who work to improve company efficiency and energy savings. Our efforts are producing results!

On the other hand, 40% state that their strategies are not effective. And 19% say that they have no such strategy.

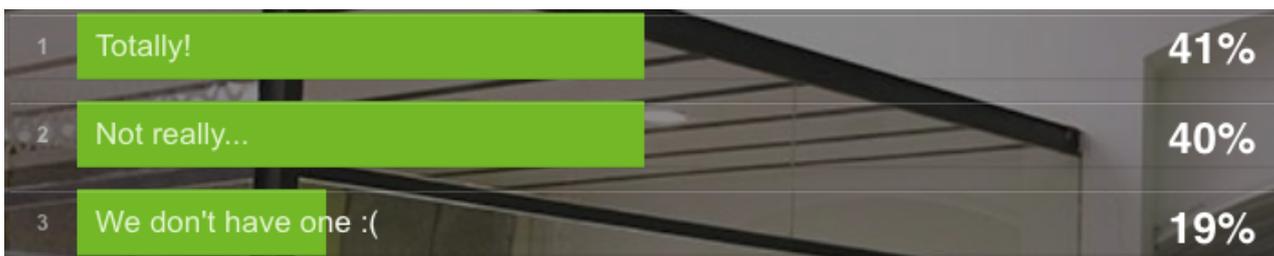
Regarding the latter negative figure, we have some good news ...

...if we compare this to the results obtained from the 2018 survey, there has been an improvement: an ever **higher number of companies are improving energy management strategies**.

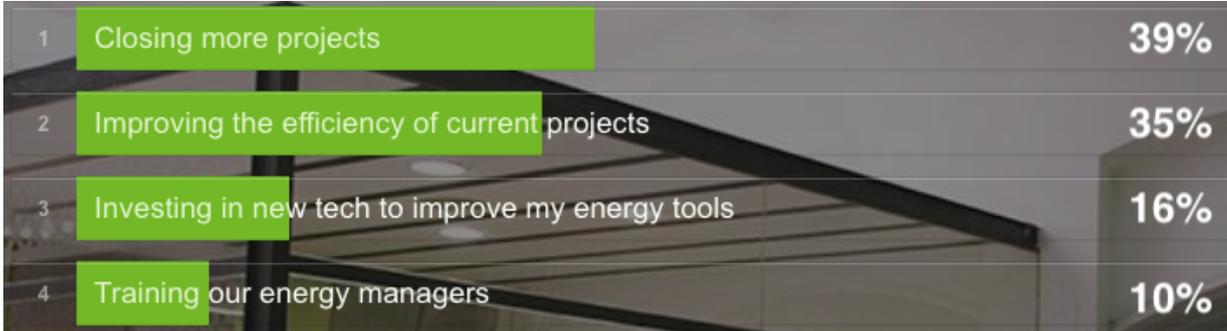
And there's more **good news for energy managers**:

Only 7% of companies will be reducing their energy management budgets in 2019. And **44%** stated that their companies **will be increasing their budget this year**.

For more than
80%
it is important to allocate part of their 2019 budget to energy management.



And what will the energy manager's priorities be in 2019? Once again, the priority for the energy manager over the coming year will be to **close more efficient energy management projects**. This is followed by improving the efficiency of current projects.



So if these are energy manager's priorities this year, **what will be their challenges in the energy management process?**

Have a look at this TOP 3:

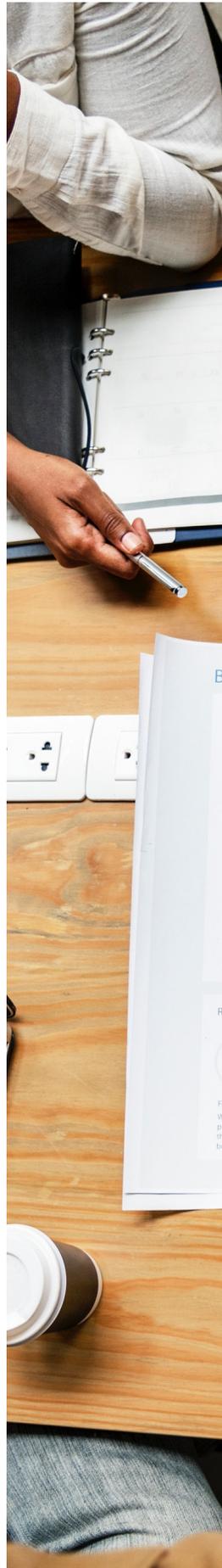
TOP 3 Energy Manager Challenges

- 1** Collecting and tracking all the required data. 28%.
- 2** Understanding where to focus efforts first. 19%.
- 3** Financing and/or installing monitoring hardware. 18%.

In addition to the three main challenges, they also face difficulties when it comes to identifying and closing new projects, which coincides with the priorities of most managers.

Another of the problems faced in the process is finding ways to **calculate the ROI** of projects, in order to present the feasibility to customers and/or finance managers.

To prevent this from happening again, here is a **downloadable template** [🔗](#) for easily calculating budgets and ROI for your projects.





The difficulties they face when they have to track and analyse all of a project's energy data are even greater when it comes to **multi-site projects**.

If you remember, we mentioned at the start that 64% of energy professionals stated that they are responsible for managing >2 buildings, i.e. they handle multi-site projects.

In these cases, **what are the main challenges faced by these professionals when it comes to DETECTING ENERGY SAVINGS?**

There are 3 main challenges

1. *Quickly and economically understanding which buildings to focus on and what efficiency improvements should be applied.*

74%

2. *Get budget to install monitoring hardware in all locations.*

67%

3. *More organised compilation and tracking of all energy bills.*

64%

In addition, a high percentage also states that they have difficulties when **beginning a first analysis** (52%) and in convincing customers to perform audits of some of their sites (44%).

As we already mentioned, difficulties getting budget can be resolved by informing your customer of the financing options, such as the grants and subsidies that are available to SMEs (here's a link to the **guide**). [🔗](#)

FREE WEBINAR

OPTIMISE ENERGY

DATA QUALITY

IN 1 CLICK

WATCH VIDEO



STATE OF EMS TECHNOLOGY AND TECHNOLOGICAL TRENDS

The challenges faced by managers both during the management process and when detecting energy savings explain the results obtained from answers to the question: **What is your company's approach to energy management software?**

34% of our surveyed energy professionals still do not use any energy management software or are still working with Excel. This would explain the challenges they face when it comes to compiling and analysing data, as it is much harder and slower to decide on things such as the buildings to prioritise and the first improvements to make.

34% OF PROFESSIONALS STILL DON'T USE AN EMS OR STILL WORK WITH EXCEL

And it would also explain the difficulties with compiling, tracking and analysing large volumes of consumption data.

That's why the **most advanced professionals get over these problems by using energy management software (EMS).** An example of an advanced EMS would be **DEXCell Energy Manager**. [🔗](#)

So, the biggest challenges faced by energy managers are related to the lack or absence of technology that is suited to their needs.

And although the remaining professionals say that they do use EMS...

... only **33%** are satisfied with their current system.





66% OF PROFESSIONALS USE SPECIALISED ENERGY MANAGEMENT SOFTWARE

The main reason why 66% of professionals are now working with specialised energy management software or plan to use it is because it gives them the ability to monitor energy performance on a recurring basis (KPIs).

So, what are the **3 main requirements that EMS** need to meet from the point of view of the energy manager?

- 1 It must be able to control energy efficiency consistently (KPIs).**
- 2 It must help them to reduce energy costs.**
- 3 It must be possible to track and validate energy bills.**

In addition to these three factors, another of the reasons why a manager might choose one EMS over another is the software's capacity to **predict future consumption**, as stated by 51% of respondents.

So, future trends in energy management are a general reduction in costs, control of energy efficiency and the ability to predict consumption to make decisions in advance.

CHALLENGES WHEN USING ENERGY MANAGEMENT SOFTWARE (EMS)

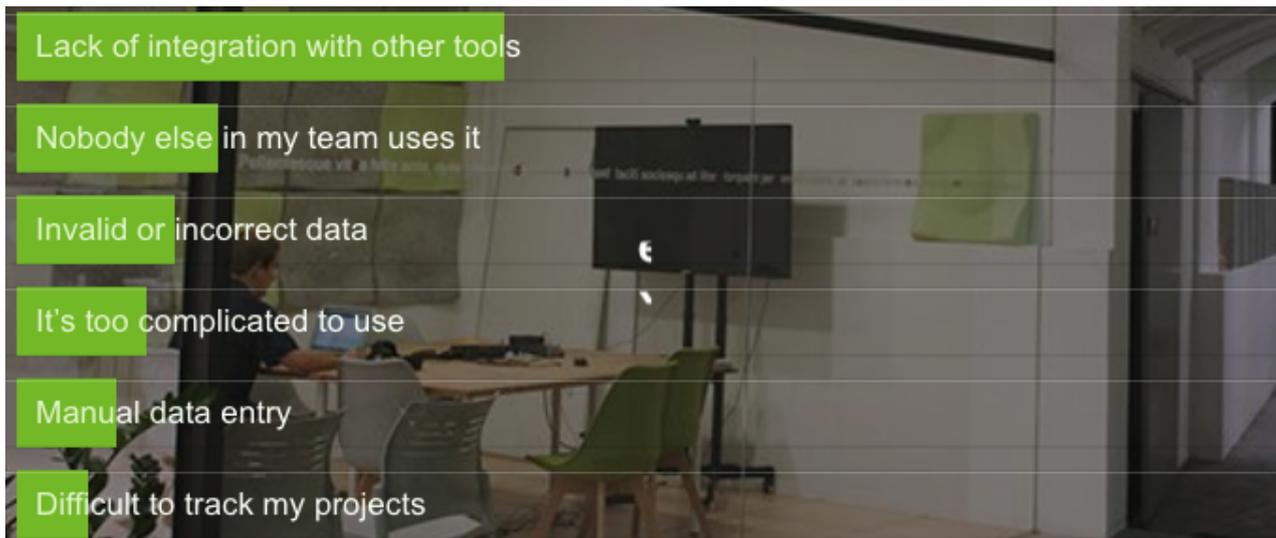
As we were saying, 34% of energy professionals are still not using EMS to manage their projects or are still working with interminable Excel spreadsheets. Meanwhile, another 34% claim to be unhappy with their current software. But why?

It's very simple. It's because of the challenges they face when using this type of technology.

When our survey asked energy professionals what these challenges are, the most commonly cited was the **lack of compatibility between EMS and other devices.**

"The main challenge we face when working with EMS is the lack of compatibility with other devices"

- Energy Manager



This is followed by invalid or incorrect data, as raised by 13% of respondents. Hence the importance of checking the quality of the data you work with. 15 % said that , they cannot make the most of the tool because nobody else in their team uses it or knows how to use it.





If you belong to the 68% that are unsatisfied with their energy management software or if you are still working with laborious Excel sheets, then we encourage you to try DEXCell Energy Manager. You'll be able to:

1. **Detect** your buildings' potential savings, thanks to Big Data and Artificial Intelligence.
2. Perform advanced **real time analyses**. Here is a list of applications that perform different advanced analysis tasks: **TOP 6** [↗](#) of the more than 30 apps that you'll find in the system.
3. And control your consumption through apps such as **"Forecasting"** [↗](#), which predicts consumption, and the integration of HVAC controls, among others

Get started today with
the Best - in - Class Energy Analytics
DEXCell Energy Manager
[Start Free DEMO](#)

TECHNOLOGICAL TRENDS FOR 2019

Almost 70% of companies in the sector tend to be innovative, and of these, 31% are highly innovative. This trend reflects a sector that is fully overhauling its production efficiency. It is no longer enough for us to produce the energy we demand. We also want it to be as green as possible, as efficient as possible and as advanced as possible.

But what technological trends in energy will professionals in the sector be most interested in?

3 will be particularly prominent this year:

1

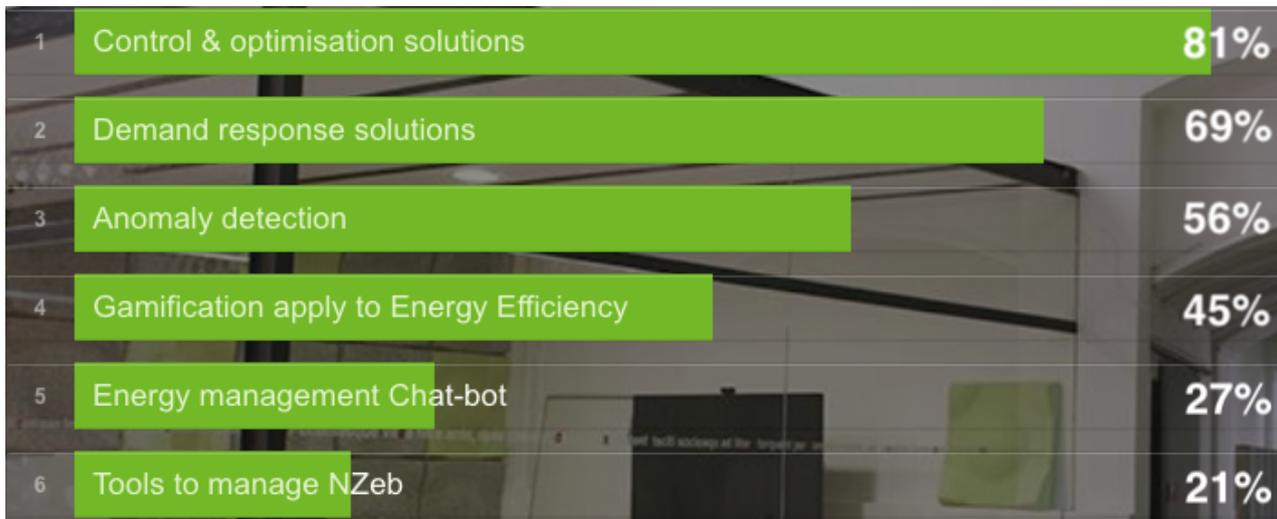
Solutions that involve the **control and optimisation of energy consumption**. In this [article](#) you will find an example of a control application in a portfolio of buildings.

2

Demand Response solutions. If you would like to know more about this subject, we recommend this webinar: [“Demand Response for EMS”](#). 

3

And solutions featuring the **anomaly detection** option. This is a trend that will develop as a result of the application of Artificial Intelligence to energy management ([related webinar](#)).



**Take energy management
to the next level**

Join DEXMA!



Join DEXMA in its commitment to energy efficiency and the use of the most advanced energy management technology. Don't get left behind. Keep on advancing down the road of energy management and saving.

Contact us for personal guidance with the development of your energy management software strategy. With over 12 years of experience in the delivery of technological energy management solutions to +250 partners in +40 countries, your ideal tool is awaiting use.

Contact us



Nápoles, 189
Bajo D
08013 Barcelona
+34 931 810 195
marketing@dexma.com

 <https://www.linkedin.com/company/dexma-tech/>

 @dexma

CREDITS

Cover image by Ricardo Gomez Angel on Unsplash
Design tool: <https://www.canva.com/>
Graphics via: <https://www.typeform.com/>