



**Implementing ISO 50001 as an opportunity
to take your business to the next level**

In our professional work we have seen many ISO management systems that were implemented mainly on paper only. While there was good intent to make the system work there were often not enough resources made available, in the beginning, to get the management system to a point where it only met the first glance requirements of an external certifying company. The result is an **energy management system which mainly exists on paper** and is supported by only a few people in the organization. Such systems have mainly a benefit for marketing, the certificate on the wall of the reception area, the link on the web page but only limited real benefits beyond that, as benefits are outweighed by the effort of maintaining such a system year after year.

To illustrate the point here we will draw an analogy of kicking a ball up a hill. It will keep rolling back to us and we will have to keep kicking it up the hill year after year, draining resources without really delivering full benefits. Now picture this: if we kicked that ball hard enough so that it would reach over the top of the hill, **it would then roll on its own**, we'd only need to follow, in a forward direction, not back to the point where it initially started. The result is a system which is self-sufficient, people believe in it and are using it because it clearly and visibly delivers results and helps them and the organization develop further. What is needed to achieve this higher level? You'll need of course a **higher initial effort** to overcome the natural resistances any new process encounters.

To achieve that we use a process we call QUEST to prepare companies for [ISO 50001](#) certifications, it focuses on three main pillars: **technology optimization** and updates, regular and **powerful data visualization** and comprehensive **staff involvement** at all levels of the organization. These three components together create a robust system in which an energy management system according to ISO 50001 can flourish and develop the unexpectedly large benefits in the shortest period of time.

There are many different approaches to energy management according to ISO 50001. The standard is a framework that supports companies to explore and accelerate this relatively young business field. What counts, however, is not the framework itself but how an organization fills this framework with life, makes it actually work and pull in more people to deliver better results. I have seen this happen in organizations and it's always exciting to witness how a systematic and well-built process can propel an organization forward to the next level. Take submetering for example. The standard does not make the installation of submeters mandatory. However, you will need to understand your energy flows. If in your organization a million EUR is spent on energy, then submetering should simply be common sense. **You can't manage what you don't measure.**

Don't be afraid to explore this issue deeper for your organization, an energy management system should primarily deliver savings and not cost resources and investments. If you can't see this happen, take a deeper look at your approach: Is compliance with the law a necessary burden to you or do you see it as a welcome opportunity to develop your organization further in a more sustainable way and let energy savings contribute to your bottom line profit? Get the ball over the hill crest and let it roll. Think about it.

HE Consulting

At HE Consulting our main expertise is to help industrial clients achieve **significant energy savings** at their manufacturing facilities. Our approach is different from that of our competitors and from what most people believe **energy management** is about. The methodology we developed has proven to deliver for our clients large energy savings within only a short time period.

How can we support you?

- ▶▶ Preparation for ISO 50001 certification
- ▶▶ Energy Audits according to legislative requirements (406/2000, respectively, 27/2012/EU)
- ▶▶ Energy Assessments of individual projects (according to 406/2000)

However, we are not satisfied with merely identifying a savings potential for our clients and put it in a paper report. ISO 50001 certification or an energy audit with HE Consulting means that in addition to certification preparation or reaching compliance **we will not stop supporting you until the initially defined savings potential is delivered** and until you see this in a reduction of your energy bills. We call our unique methodology [QUEST](#), standing for quick energy savings technique.

What makes us different?

- We **make energy visible** in a way that you will understand. Different from conventional monitoring of consumptions we teach you to work with energy data in a new way.
- We **focus on the human factor** in energy management and help you with introducing the concept of „energy culture“ to your company, meaning a paradigm shift where the responsibility for energy consumption does not lie any longer exclusively with the energy manager.
- We use and deploy rapid and effective data tools and methods but will stay with you as long as it takes until you have acquired these and can **use them independently** without our support.
- We will ask you to pay for our services only after it is apparent that they will deliver the results and objectives that we have defined together at the beginning. This makes the program **self-financing**.



Czech Republic:

HE Consulting s.r.o.
Kateřinská 22
120 00 Prague 2
Czech Republic
www.hecon.cz
+420 234 099 981
info@hecon.cz

Belgium:

HE Consulting s.r.o.
ICAB, Witte Patersstraat 4
1040 Brussel
www.hecon.cz
+32 474 174 144
martin.policar@hecon.cz