

## Welcome Break purchases eSight to drive down energy costs across its UK wide sites



Welcome Break provides motorway service areas across all major motorway routes within the UK. They provide quality food and retail, designed to suit all tastes at all service areas. High street brands such as KFC, Burger King and McDonalds are accompanied by Food Connection and Coffee Primo outlets. They also provide toilets, parking and fuel 24 hours per day, in addition to 22 hotels across the country.

### ■ The Requirement

Welcome Break required a solution to assist in the reduction of energy costs across their sites throughout the UK. With rising energy procurement costs they needed to identify energy waste and ensure individual sites were using best practice. Since each Welcome Break site is occupied by many different food outlets managed by separate companies, there was a high likelihood of energy waste.



It was also important that site based Facilities Managers had access to the energy monitoring and targeting system. Thus providing those with the most influence on energy consumption with the tools needed to drive down energy costs.

The first phase of the project was to make full use of Half Hourly energy data already available from their electricity supplier, together with manual meter readings and historical data. Once completed, the second phase would see the installation of secondary metering and logging.

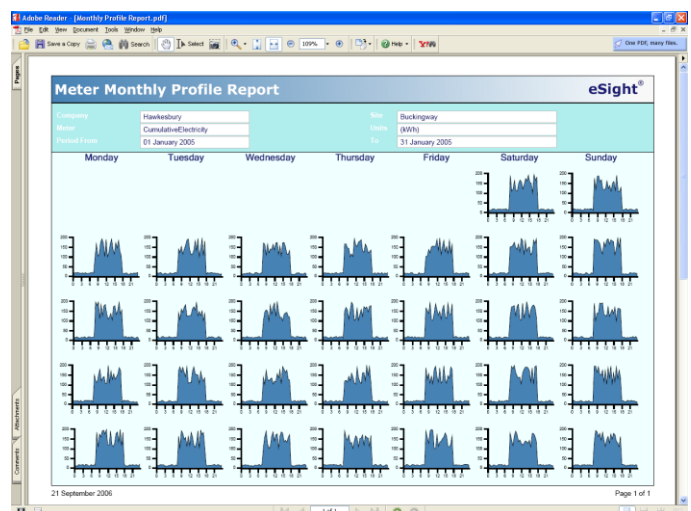
The IT department within Welcome Break required a solution that was simple to install, used standard Microsoft technology and could be upgraded from a single source within the company. This led them to recommend a browser based solution which was run from a single server but accessed from anywhere on their network.

### ■ The Solution

Phase one of the project saw Hawkesbury's eSight monitoring and targeting suite installed on a server within Welcome Break's head office in Newport Pagnell. The database was deployed to an existing server running SQL Server and the eSight application to their Intranet server. This meant there was no requirement to procure additional hardware.



Hawkesbury provided eSight Administration training to the Energy Manager, one of the Facilities Managers and a representative from the IT department. From here, the solution was rolled out across each of the sites and training provided to the individual Facilities Managers.



"eSight creates the opportunity to increase visibility and awareness of energy costs, which in turn will help to reduce consumption."

**Nick Wright**

Finance & Commercial Director, Welcome Break

"eSight was very easy to deploy onto our existing company Intranet and upgrades can simply be applied to one server."

**Jonathan Taylor**  
IT Manager, Welcome Break

## ■ Data Capture

Welcome Break initially wanted to import half hourly electricity data from their supplier. Most suppliers and data collectors will provide this data automatically sent to an email address. An important facility provided by the eSight Data Exchange Module is the ability to extract data from an email account. Half Hourly data is sent from the supplier to an email address at Welcome Break, where eSight extracts the data and imports it into the eSight database. This provides a very fast deployment and low cost way of obtaining energy data for analysis within eSight.

## ■ Secondary Metering

The second phase of the project is now being rolled out, seeing installation of secondary metering and logging on individual sites. This includes both the service areas and the Welcome Break hotels.



This will enable Welcome Break to understand in detail

where energy is being used on site and assist in the process of driving down energy costs.

The power of eSight allows energy to be analysed in many different ways. The need to analyse energy for the 24 hour service areas with separate food outlets is different from that of the hotels. eSight can be used to analyse the energy against different driving factors such as Degree Days for a heating or cooling load or guests for the hotel facilities.

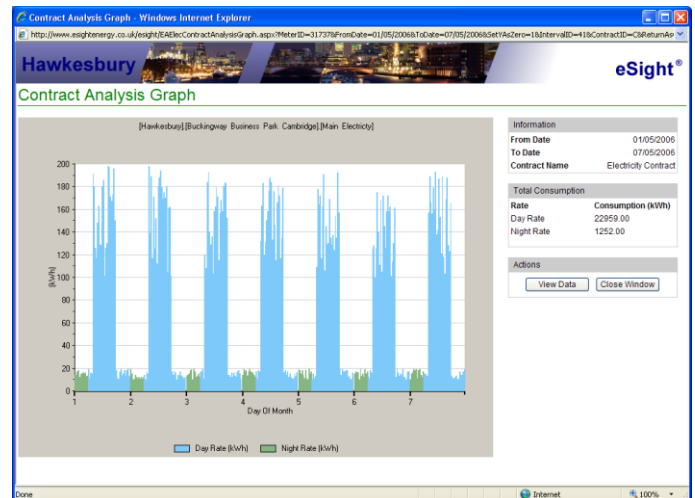
## ■ About Hawkesbury

Hawkesbury specialises in the supply of **aM&T** solutions. Built upon the very latest Microsoft technology, eSight is our fully browser based energy monitoring and targeting suite.

eSight may be used in conjunction with other products from Hawkesbury for the collection and transfer of data between sites.

Please contact Hawkesbury if you would like to receive further information about eSight, data collection, data logging, meters, manual meter reading solutions, or pricing and licensing options for your organisation.

eSight is a registered trade mark of Hawkesbury Consulting Limited.



Using Hawkesbury's eSight product suite, Welcome Break are able to analyse their energy data in many ways. These include:

- Energy Analysis
- Financial Analysis
- Performance Analysis using regression, deviation and CUSUM charts
- Degree data analysis
- Baseload Analysis
- Electricity Analysis including tariff rate analysis, load factor and maximum demand analysis
- Site league tables

In addition, analysis charts and bespoke reports can be scheduled for distribution by email. This means that standard monthly reports can be generated and emailed with no manual input.

Alarms and exception reports can also be created to alert key personnel when energy consumption steps outside specific targets.