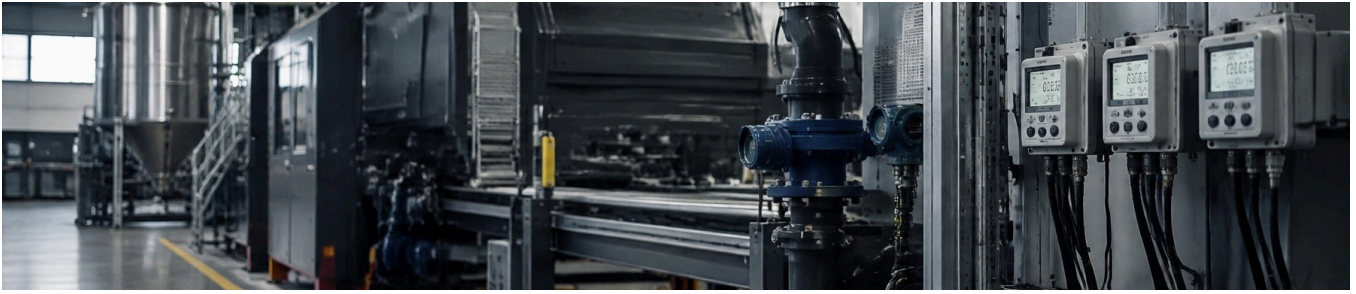


From Findings to Action

Turning audit findings and monitoring insights into an investable, measurable plan.



West Yorkshire Manufacturing Services (WYMS) is a charity built by manufacturers, for manufacturers, supporting the future of manufacturing and engineering through workforce development, industry collaboration and business support. This session was delivered at Junction25 at WYMS, Brighouse.

Why findings stall

Most manufacturing sites do not lack findings. Energy audits, ESOS reports and monitoring reviews typically identify more opportunities than can be funded at once. The gap is between knowing and doing: opportunities that were never prioritised, never costed properly, or never tracked after delivery. Here is a way through that gap, in four stages.

1. Prioritise

Prioritisation is where discipline starts. Rank opportunities on more than payback alone:

- **Commercial return:** capital cost against annual saving, and how confident the saving estimate is.
- **Ease of delivery:** whether it is a controls change, a maintenance action or a capital project with lead times and disruption.
- **Dependency:** whether it frees up or blocks other options. Electrification decisions change the value of heat recovery, solar and flexibility measures, so sequence matters.
- **Risk:** production impact, technical uncertainty and reliance on assumptions that have not been tested. A short list of well-understood options beats a long list of unexamined ones. Be prepared to shelve opportunities whose case does not survive scrutiny; that is the point of prioritising.

2. Check technical fit and costs

Before anything enters a capital plan, test it:

- **Technical fit.** Does the measure actually work on this site? Check temperatures, loads, space, electrical capacity and operating patterns against the specific design, not a generic brochure case.
- **Full cost.** Include installation, electrical infrastructure, disruption to production, commissioning and any permitting. The purchase price is rarely the whole cost.
- **Saving basis.** Insist that savings are calculated from the site's own metered data and agreed assumptions, documented clearly enough to be checked later.
- **Funding route.** Consider whether the measure is a straightforward capital purchase or suits an alternative funding structure. Options exist that avoid heavy upfront cost, and the right route affects cash flow and how returns are measured.

The test that matters. For each measure, can you state in one sentence what it costs in total, what it saves annually, on what evidence the saving rests, and when it pays back? If any part of that sentence is missing, the opportunity is not yet investable.

3. Build the plan

An investable plan is a sequenced programme, not a spreadsheet of ideas:

- Sequence measures so that monitoring and controls improvements come first where they are cheap and foundational, and dependent measures follow in a logical order.
- Phase the spend against budget cycles and production calendars, choosing delivery windows that limit disruption.
- Assign ownership: one accountable person per measure, with a defined scope and a delivery date.
- Document the baseline each measure is judged against, before delivery, because afterwards it will be too late to establish one credibly.

4. Measure results after delivery

The final stage closes the loop, and it is the stage most often skipped:

- Compare post-delivery consumption against the documented baseline, using the same metrics agreed before delivery, and correcting for production volume and seasonal effects.
- **Explain the variance.** Delivered savings that fall short of the estimate are common and usually diagnosable; the learning belongs in the next business case.
- Report results in the same energy-per-unit terms used elsewhere in the series, so performance and efficiency stay distinguishable as output changes.
- **Feed what you learn back into prioritisation.** Measured performance is the strongest evidence available for the next round of decisions.

Next step

Turning a prioritised list into an investable plan is where most projects stall. We coordinate design, procurement, delivery and measurement under one roof, so the plan that leaves the report is the one that reaches the site. Email hello@hawleyenergy.co.uk to talk through your pipeline. www.hawleyenergy.co.uk/wyms | 01484 958761

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About Hawley Energy

Hawley Energy is an independent energy consultancy based in West Yorkshire. We turn energy compliance pressure into measurable progress: data analytics and reporting (Enerlyse), transparent procurement (Baseline Power), coordinated project delivery and flexible financing (PowerPacks), with one point of contact and complete accountability. Certified to ISO 9001, ISO 14001 and ISO 45001, and led by a CIBSE-accredited ESOS Lead Assessor, we replace guesswork with evidence-driven insight. The cheapest source of capital is the energy you are wasting.

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