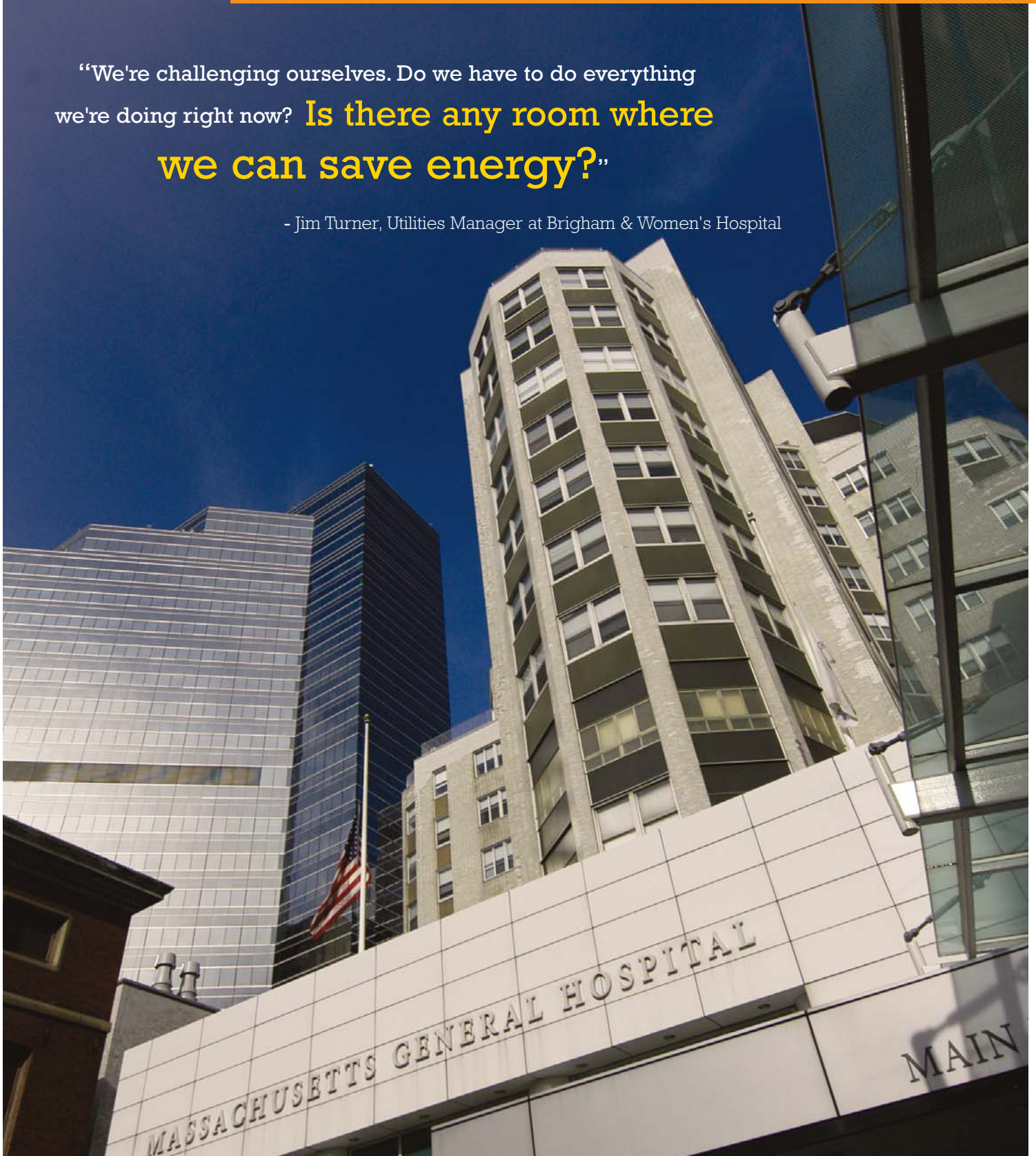


Massachusetts General and Brigham and Women's Hospitals

“We're challenging ourselves. Do we have to do everything we're doing right now? **Is there any room where we can save energy?**”

- Jim Turner, Utilities Manager at Brigham & Women's Hospital



NSTAR offers practical solutions to help lower electric use for both residential and business customers. Here's an example of how NSTAR's Business Solutions helped one of our customers. To find out how we can help your business, **contact NSTAR at 781-441-8592.**

The Background

Massachusetts General Hospital and Brigham and Women's Hospital are two of the nation's leading medical institutions. They are consistently ranked in U.S. News & World Reports' Honor Roll and are renowned for their clinical and research excellence. Located in Boston, the two hospitals are also founding members of Partners HealthCare.



The Challenge

Delivering the finest medical care is a 24 hour a day, 365 day a year job for Massachusetts General and Brigham and Women's Hospitals. This often makes it difficult to schedule energy efficiency improvements to equipment in busy areas of the hospital.

“There are a lot of things we just can't control - there is medical equipment, air handling systems that have to run continuously and a lot of our facility is staffed 24 hours a day so it's a real challenge,” says Jim Turner, Utilities Manager at Brigham & Women's Hospital.

The NSTAR Solution

Both Jim and Dennis Villanueva, Facilities Manager at Massachusetts General Hospital agree that patient care is always the number one priority. But both have also discovered ways to reduce energy consumption by working together with NSTAR.

“When we look at a project, we're not looking at it as an energy conservation project - it's an infrastructure upgrade. But we don't just buy equipment that is standard, that just meets code. **We buy better equipment and factor in the savings over the life of the project and what NSTAR has to offer and embed the cost,**” explains Dennis.

Jim also makes a persuasive case for energy efficiency. “Let's say we spend an extra million dollars on utilities. If we have a 5% profit margin that means you need another \$20 million in revenue. **What would you rather do - figure out how to make another \$20 million with what you've got or save \$1 million by spending half that on energy efficiency?**”

The Benefits

The benefits are clear for both hospitals. “If you look at our use over the past two decades, we average two-three percent load growth per year and that's pretty typical. So our energy efficiency improvements allow us to decrease that rate of growth,” says Jim.

Dennis adds that lighting projects at Massachusetts General are saving money and improving lighting quality. “Immediately hospital administrators noticed a difference in the bill and so they liked that but also the quality of the light improved dramatically. So with things like that, we're now getting people's attention.”

The NSTAR Mission

We're committed to delivering great service.

Energy Efficiency: It's simply good business.

NSTAR has offered expertise in the energy business spanning 100 years. Our Energy Efficiency Programs have helped hundreds of our business customers save nearly one billion kWh since 1998 alone. That is the equivalent of enough energy to power over 150,000 homes for one year. Those savings helped grow and strengthen Massachusetts' business and contributed to a strong Massachusetts economy, increased local property values with wise facility investments, and helped create a healthier environment for all Massachusetts businesses and residents by reducing emissions.

To learn how NSTAR can make your business more competitive through energy efficiency, contact us today.

781-441-8592

www.nstar.com



