



# Making the business case with data-driven insights

Metering delivers data for strong business cases and investment approval.

---

## Who is this for?

CFOs, energy managers, facility managers and senior decision-makers evaluating energy efficiency upgrades, asset replacement and operational performance improvements.

### Why it matters

**Metering-related projects can yield 5-10% savings at the site level, and up to 15-30% are achievable.** Metering replaces assumptions about the return on investment of emissions reduction technologies with real performance data. It enables more accurate forecasting, credible funding proposals and confident investment decisions. Metering data helps you understand your energy use to optimise further investments.

Transparency, accountability and ESG performance are under the spotlight. Projects supported by solid evidence of impact are more likely to be approved. Metering supports cross-functional buy-in by giving finance, sustainability and operations teams a shared basis for decision-making. It plays a crucial role for teams to make the right investments at the right time and set the foundations to verify project outcomes.

## Key metering benefits

- Real-time data quantifies actual savings.
- Stronger business cases for funding.
- Verified outcomes reduce investment risk.
- Inform cost-benefit upgrade comparisons.
- Enable ongoing tracking and maintenance of post-implementation savings.
- Unlock funding and investment opportunities by measuring and verifying proposals and outcomes.

## Implementation tips

- **Choose a pilot site:** start with an upgrade already under consideration.
- **Capture data before and after metering:** validate assumptions and capture real savings.
- **Share insights internally:** build consensus by translating data into cost outcomes.
- **Use government support:** leverage NSW programs like the Energy Savings Scheme.

## How it works in practice

Many upgrade proposals are built on estimated baselines or industry benchmarks. Submetering replaces these with actual energy data from specific assets, circuits or processes. This lets you target investment where it matters most.

Once installed, metering systems can enable an organisation to:

- quantify current energy waste.
- identify the root causes of inefficiency.
- plan and prioritise capital expenditure with greater business case certainty.
- compare energy use before and after an upgrade.
- strengthen business cases with real evidence.
- track performance and verify payback over time.

Metering converts anecdotal evidence into hard numbers, which makes a measurable difference in internal decision-making.

## Making the case for submetering, even without a major project

Installing submetering isn't only about preparing for big capital upgrades. In most cases, metering unlocks quick wins, like optimising system schedules, identifying tariff mismatches or fixing load spikes. This often delivers savings within the first year or two. When building a business case for metering, it's critical to highlight these no-cost or low-cost wins, which are only visible once data is available.

## Real life success stories

### 1. A transport company with multiple depots

- Used submetering to compare site performance.
- Found ~250,000 kWh in waste from overnight lighting.
- Secured funding for timers and controls.
- Integrated metering into future depot design for ongoing improvements.

### 2. A cotton processing facility

- Installed supervisory control and data acquisition (SCADA)-linked meters on industrial dryers.
- Tracked gas variability due to changing moisture loads.
- Avoided oversizing by optimising controls instead.
- Cut over 1,500 GJ of gas use annually.

### 3. A beverage manufacturer

- Metered gas boilers to assess combustion performance.
- Tracked improvements from oxygen trim and burner upgrades.
- Saved over 600 GJ/year, exceeding project forecasts.
- Used the data to replicate upgrades at a second site.

### 4. A private school

- Used lighting submeters to compare performance across buildings.
- Justified an LED retrofit based on 28% reduction in energy use in test zones.

## Related resources

- [NSW Energy Savings Scheme](#)
- [NSW Government programs, grants and schemes](#)

