

Nestle Pakistan Ltd.

Avanceon's proprietary **iWater™** solution reduced energy cost of utilities at Nestle Kabirwala factory by 33.2%.

Challenge

Nestlé challenged us to help them further their commitment to the environment and sustainability by reducing the operating cost at their Karbirwla factory in the heart of Punjab, Pakistan. The specific goal was to find a

Overview

Business Challenge

Reduce water system energy usage by 30% to achieve corporate sustainability and cost optimization goals.

Solution

Avanceon's proprietary solution **iWater™** for guaranteed energy savings.

way to guarantee energy savings as well as reduce operating costs by over 30% in order to help Nestlé achieve their cost optimization goals. The other requirement that Nestlé had was that the solution that we offered could come at no financial risk to their Kabirwala factory.

Solution

We immediately formed an Energy Partnership Agreement (EPA) between Nestlé and ourselves. As a result, our Avanceon Energy Management Solution (EMS) team developed a detailed project plan for Nestle based on our proprietary **iWater™** solution. We deployed it to intelligently control different water applications at the Kabirwala factory including the cooling water, chilled water, supply water, ice water, and boiler feed water systems. We were so confident of our control-based process optimization solution that we guaranteed Nestlé that it would payback within 36 months.

Results

Avanceon's **iWater™** system let Nestlé reduced its energy costs by over **33%** translating into accrued savings of **\$ 413,098** in **36 months**.

About Nestle

Nestlé is headquartered in Vevey, Switzerland and was founded in 1866 by Henri Nestlé. Today, Nestlé is the world's largest food and beverage company. Nestlé runs a state-of-the-art operation and produces many popular

products, such as Nestlé Milkpak UHT Milk, Nestlé Everyday, and Nestlé Nido.

At very heart of Punjab, Pakistan, the Kabirwala factory commenced operations as part of Milkpak Ltd in 1992. At the time, it was producing a limited number of products, but by 2007 the factory had expanded to produce many of Nestlé's renowned products.

About Avanceon's EMS

We take complete responsibility for the following activities under Avanceon's EMS (Energy Management System): project engineering including complete plant / process energy audits, feasibility analysis, project design, process hazard analysis (PHA), financing, implementation, commissioning of the complete project on a turn-key basis, and successful project handover to the client. The client pays us only for the savings that are achieved once the Energy Management Solution is up and running. The savings are verified through a certification process that includes an energy test report that is mutually agreed by both the parties. As a result of Avanceon's EMS, all of the technical, financial, and process risks are borne by Avanceon prior to the completion of the certification process.

Since 1984 Avanceon has helped customers with complex needs to improve operational efficiency and quality in both their products and their processes. We use a structured, best practice approach to design, develop and deliver automation and information systems. We ensure a customer supportable, long term solution is achieved. In addition, we collaborate closely with our customers to put their teams on a path to independence with our real-world training and 24x7 support services.

*"We needed a highly reliable solution with guaranteed payback; Avanceon's iWater™ solution stands out as a leader in its class. It helped us to cut the energy cost of our water system by **33.2%**"*

Daniel Bracher
Factory Engineer