



Success Story: CPower

The Client:

CPower is a leading national energy solutions provider that help clients increase grid reliability, achieve sustainability goals, and earn revenue through energy curtailment and demand reduction. CPower's Energy Efficiency (EE) Team specializes in qualifying and capitalizing past, current, and future energy efficiency projects in select U.S. energy markets, that provide revenue for permanent load reduction resulting from EE investment.

The Challenge:

CPower collects and verifies data from thousands of EE projects, from small lighting retrofits to complex industrial equipment upgrades and everything in between, and aggregates project data into a portfolio of energy resources for exchange in capacity markets. The EE Team needed an application that would easily collect field data from hundreds of clients, track that data through the measurement and verification process, assemble qualified projects into resources, report aggregate statistics to the markets and track essential revenue and client payment information.

The Solution:

WIN Digital Solutions collaborated with CPower to build a custom Salesforce EE tracking and reporting application that allows for a simple upload of project data, and depending on various criteria and parameters, automates the qualification, valuation, and resource assignment for each project. Essential client payment information, including amounts and timing of payments for each project is assigned to the Account and Channel Partner contacts automatically.

The WIN:

With the aid of the EE Salesforce application, CPower has been able to scale operations, and maintain reporting accuracy for an ever-expanding portfolio of projects without significant increases in manpower.

"The team at WIN has been great to work with. They took the time to understand our process and requirements and respond quickly with ongoing enhancements."

Russ Newbold

VP & General Manager
Energy Efficiency