

About Blackstone

Vision: Take all of our clients to Net-Zero Carbon by 2050.

Blackstone offers their clients a full suite of energy solutions to save, sustain and thrive, including Utility Bill Management, Sustainability and Carbon Strategy, and Renewable Energy Generation.

Established in 2003, Blackstone has strong relationships with major Ontario-based broader public sector clients; municipalities, hospitals, schools, and universities.

90% Client retention rate

\$200M cost avoidance since 2003

1.1M+ TCO₂E under management

\$3.1B Energy spend under management

Service Offerings:



Manage:

Mitigate risk, cut costs, meet compliance obligations and improve neutrality



Conserve:

Accelerate your net-zero goals with strategies that drive both short-term and long-term energy conservation efforts



Generate:

Build operational resiliency or produce your own low-carbon power with leading-edge strategies and technologies

Sample Clients



Insights & Observations

- Lots of momentum, change, and disruption in energy space as organizations decarbonize. For example, 60% of businesses now have onsite energy generation compared to 20% just 10 years ago¹
- Government incentives are a powerful driver of organizational behaviour change
- Organizations are struggling to track and report on energy and carbon usage/ targets despite the wealth of data they have
- Infrastructure (charging) considerations are a critical component of EV adoption

Role and Responsibilities

As an energy and sustainability analyst with a business background, I split my time between two teams:

Energy Solutions

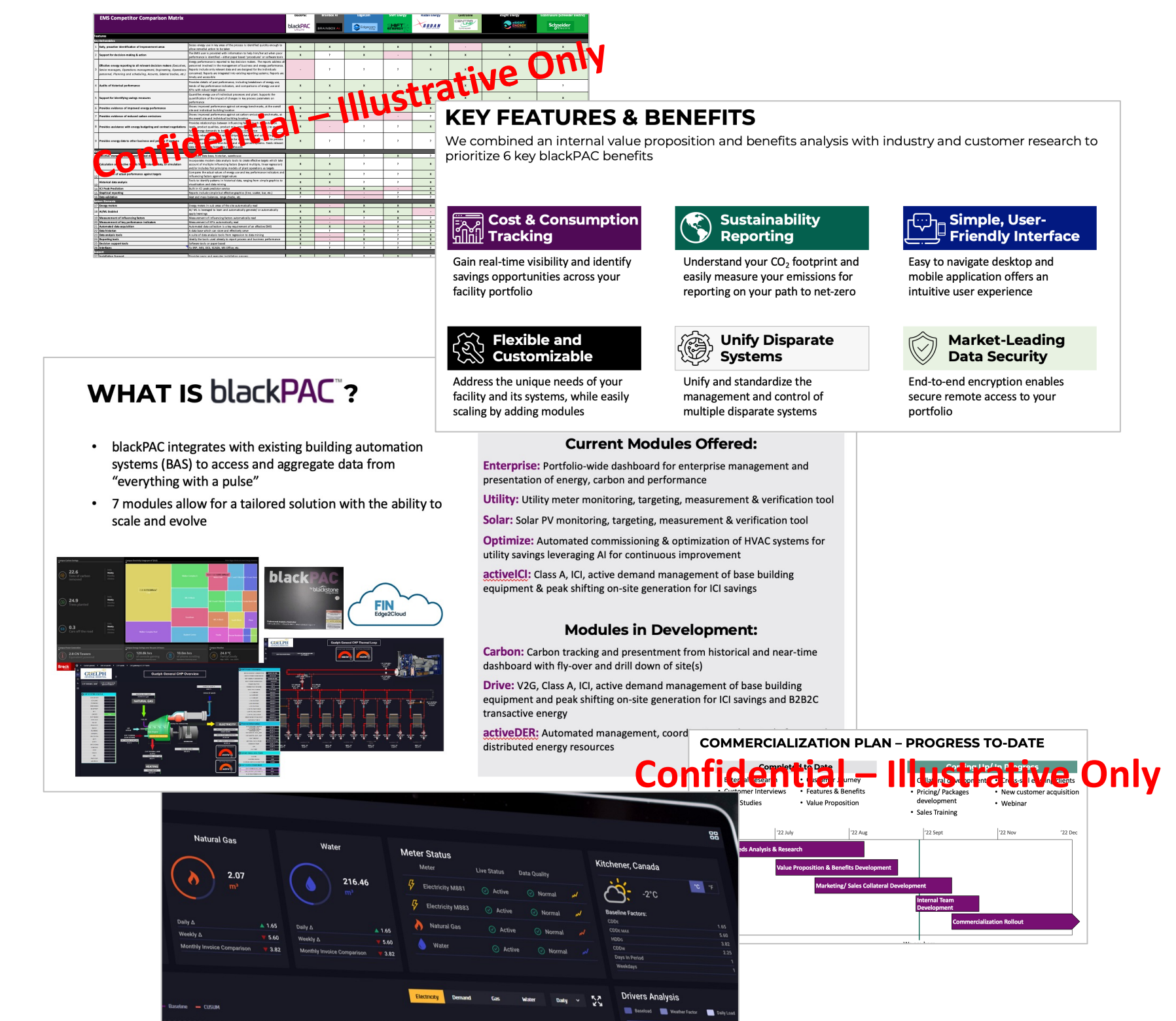
- Working directly with President, Energy Solutions and VP, Communications
- Designing and executing a **product commercialization strategy** for BlackPAC™, Blackstone's cloud-based energy management system
- Assisting in BlackPAC™ related RFP response

Renewables

- Working directly with VP, Renewables
- Compiling client Electrical Vehicle charging infrastructure **grant applications** through Natural Resources Canada (NRCAN)
- Developing RFP response for "Green Fleet Strategy" (Fleet Electrification) for major Ontario municipality

Key Deliverables

- Created BlackPAC™ specific case studies and marketing collateral
- Conducted energy management system competitive and industry analysis
- Developed BlackPAC™ customer journey; conducted customer interviews to inform benefits and value proposition development
- Company-wide presentation and information session on BlackPAC™ and commercialization progress
- Drafted and submitted 20-page Green Fleet Strategy RFP



Memorable Moments

- Participating in RFP presentation session with potential client; presented proposed project methodology
- Leading lunch & learn session to educate broader company on BlackPAC™, and communicate commercialization progress to-date
- Learning electrical engineering concepts through assisting with EV infrastructure site planning

(1) Deloitte Insights: Deloitte Resources 2020 Study (https://www2.deloitte.com/content/dam/insights/us/articles/6655_Resources-study-2020/DI_Resources-study-2020.pdf)