

**ABOUT BLACKSTONE**

- Energy transition firm that delivers responsible energy and carbon management for its clients. It does this by ‘creating good energy’
- Provides integrated services – managing cost, consumption and carbon across entire energy value chain in North America
- Services include carbon footprint reduction, climate strategy, commodities management, energy conservation & efficiency, deep retrofits, renewable energy generation & management



**MY CORE RESPONSIBILITIES**



- blackPAC is an AI-powered energy management platform that unifies disparate systems, identifies savings opportunities and measures emissions for reporting across the facility portfolio
- As a member of IoT product team, my work focused on commercializing blackPAC



Capture Voice of Customer (VoC)



Product roadmap alignment



Client engagement



Identify target market trends

**CLIENT SECTORS**



Post-secondary education institutions / schools



Healthcare



REITs



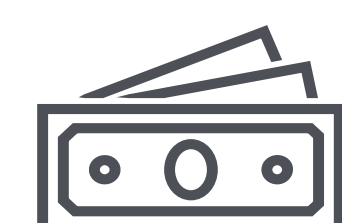
Municipalities

**INDUSTRY INSIGHTS**

With multiple pressures & demands in the transitioning energy landscape, it is now significantly complex to manage carbon & energy in facilities. Some pressure points are listed below:



Electricity demand management



Operating cost management



Control distributed energy sources



Regulatory requirements & sustainability reporting obligations



Energy data security

**KNOWLEDGE GAINED**

- Ontario’s energy transition
- Canadian energy mix & optimization practices
- Opportunities and challenges in the Canadian energy market

**SKILLS GAINED**

- Data-driven storytelling
- New product development, introduction and management methodology
- Distilling value-driven insights from customer requirements for crafting RFP responses
- Developing easy-to-understand marketing communication strategies and knowledge collaterals

**ROLE OF EaaS IN A SUSTAINABLE FUTURE**

- Purpose-built Energy-as-a-Service (EaaS) financial model is designed to address facility challenges while balancing capital constraints of clients
- It transforms leading edge technological innovations like blackPAC to a commercially viable, profitable solution for all stakeholders

**HIGHLIGHTS**

**Industry exposure:**

- Member of Blackstone’s delegate group who attended conferences conducted by the Ontario Association of Physical Plant Administrators (OAPPA) at St. Catharines & the Canadian Healthcare Engineering Society (CHES) at Windsor during summer
- Conducted live, in-person product demonstrations at multiple client facilities which provided a direct ‘finger on the pulse’ of the clients

**Organizational culture at Blackstone:**

- Blackstone has a uniquely engaged community of employees who strive hard to foster an inclusive, supportive and flexible organizational culture
- Being an international student who was new to the Canadian workspace, I was able to seamlessly adapt to the company’s purpose and values