

& ELECTRICITIES

Streamlining Business Systems to Lighten the CSR Load

Mariana Greene, New River Light & Power Lucia Marquez-Henning, Town of Ayden Matthew Nestor, City of Wilson

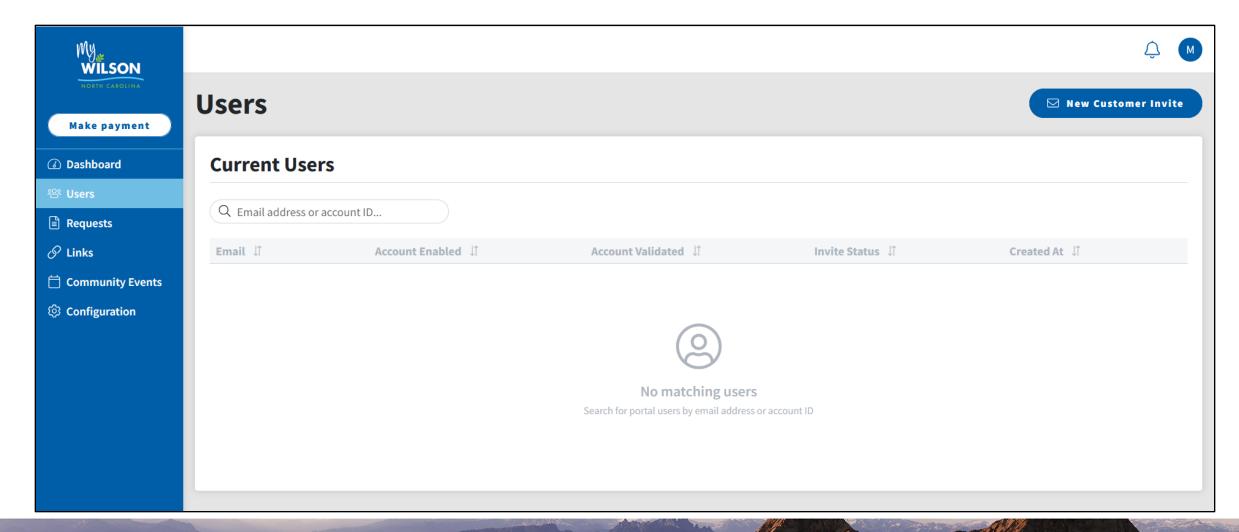
Session Moderator: Mariana Greene Public Communications Specialist New River Light & Power Appalachian State University

Matthew Nestor Asst. Dir. of Finance, Business Operations City of Wilson

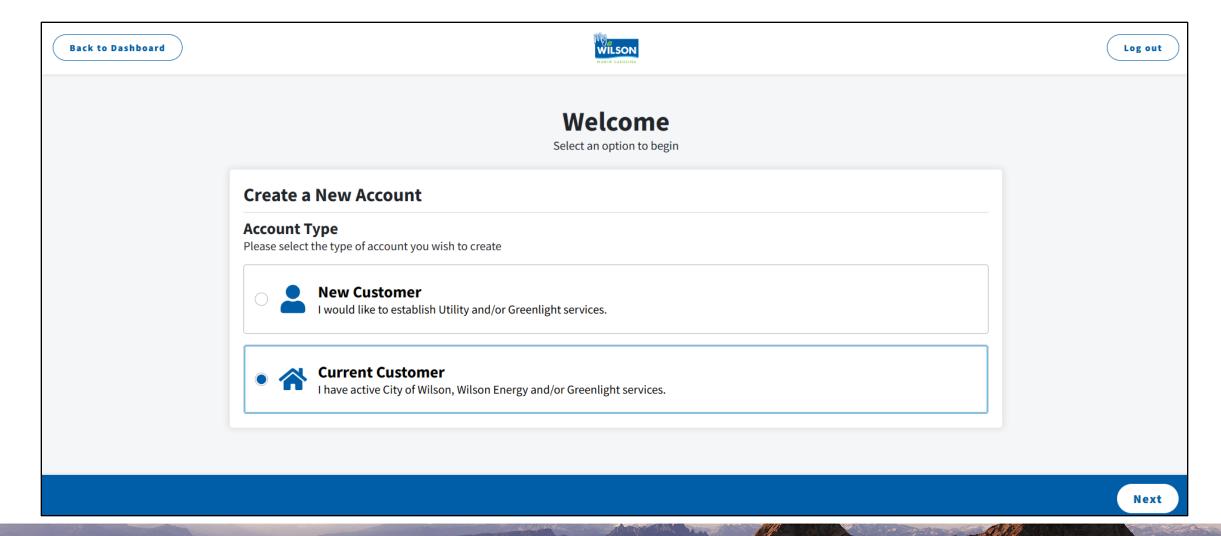
City of Wilson Utilities



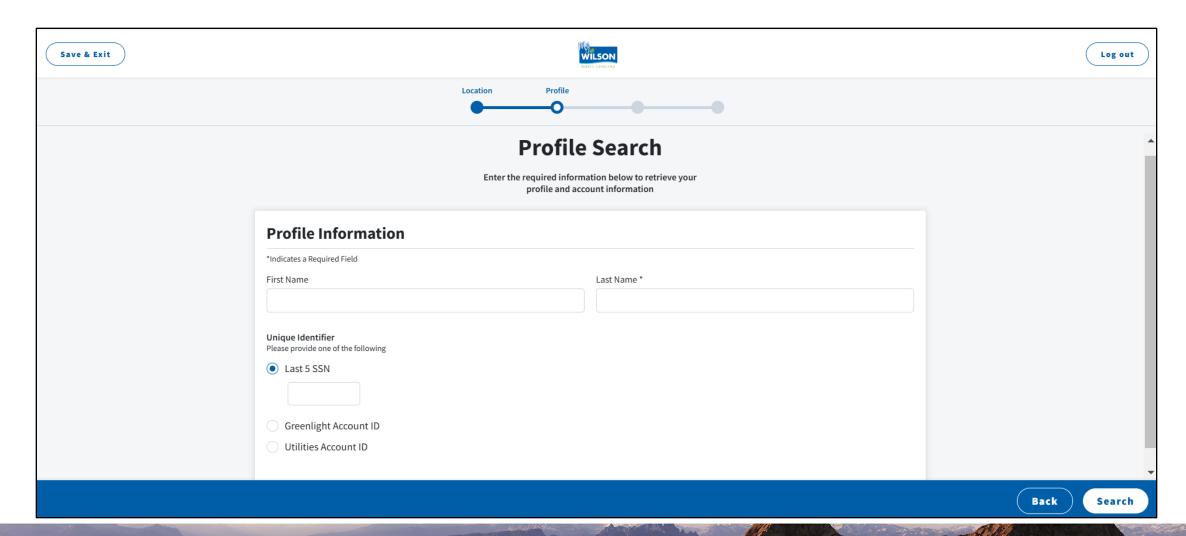
Customer Portal – Developed In-House



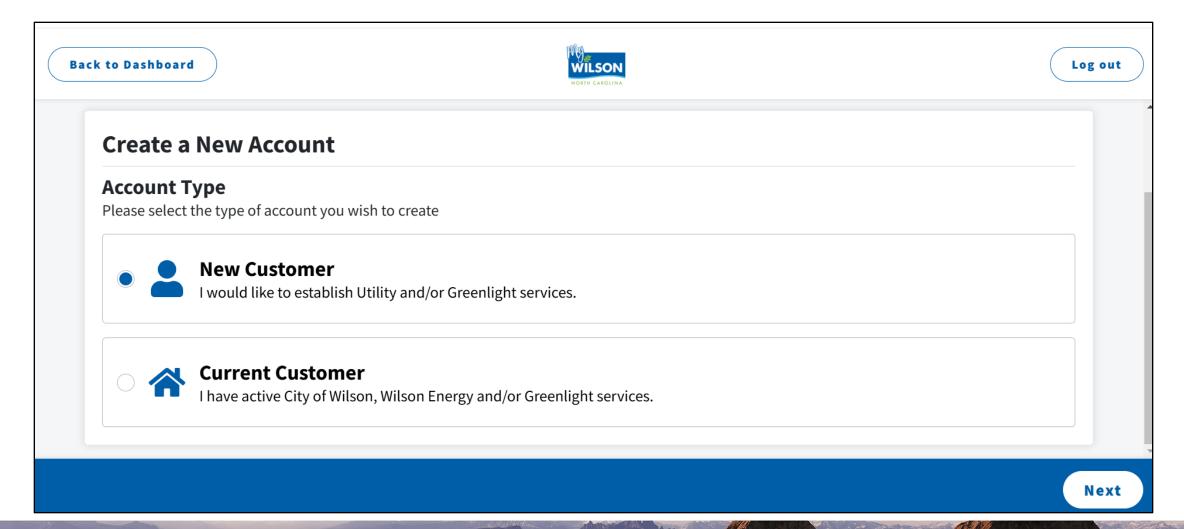
Welcome Screen



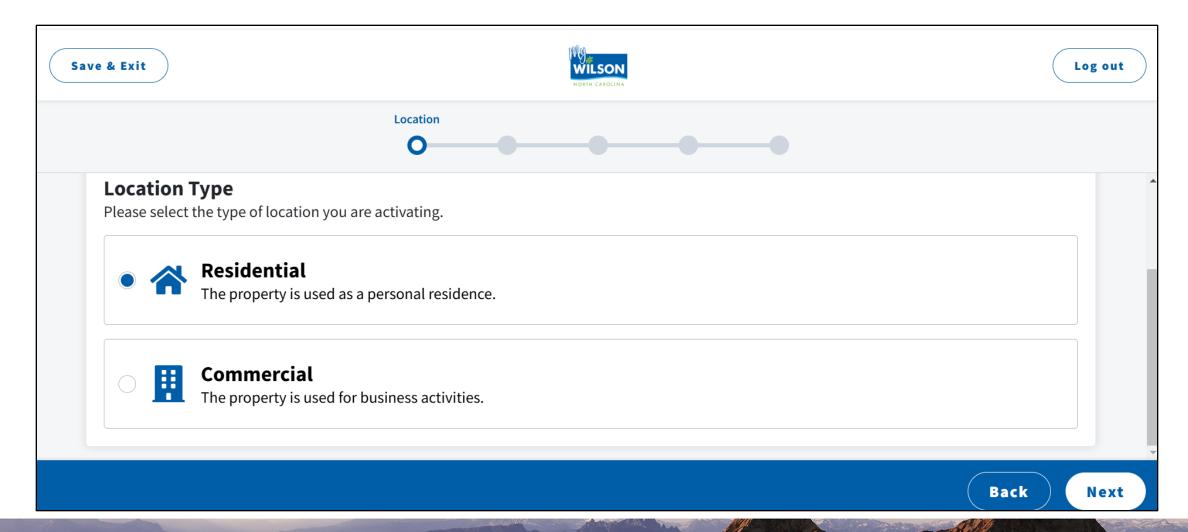
Profile Search



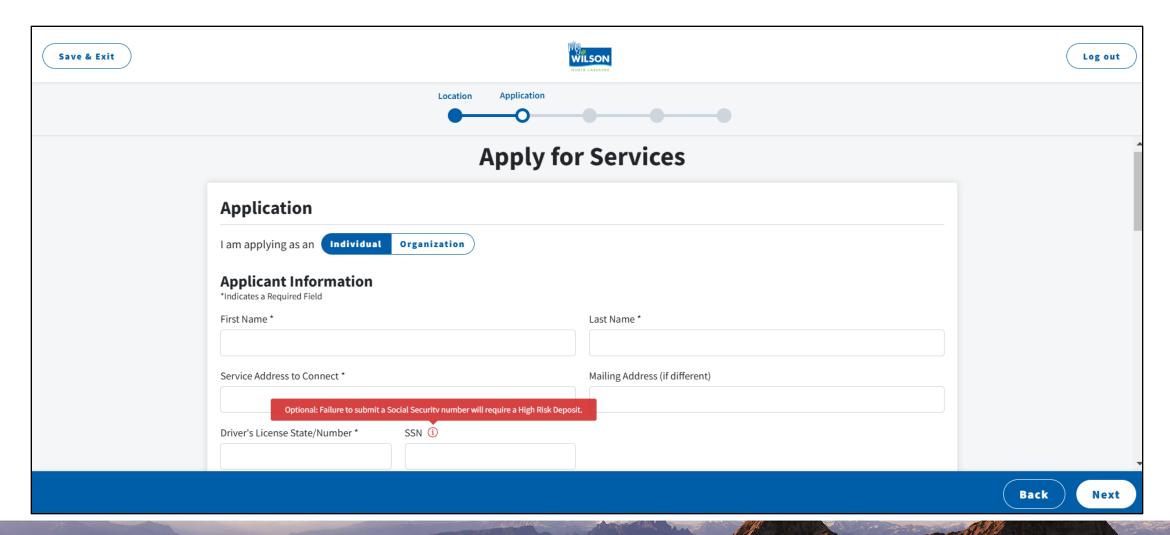
Creating an Account



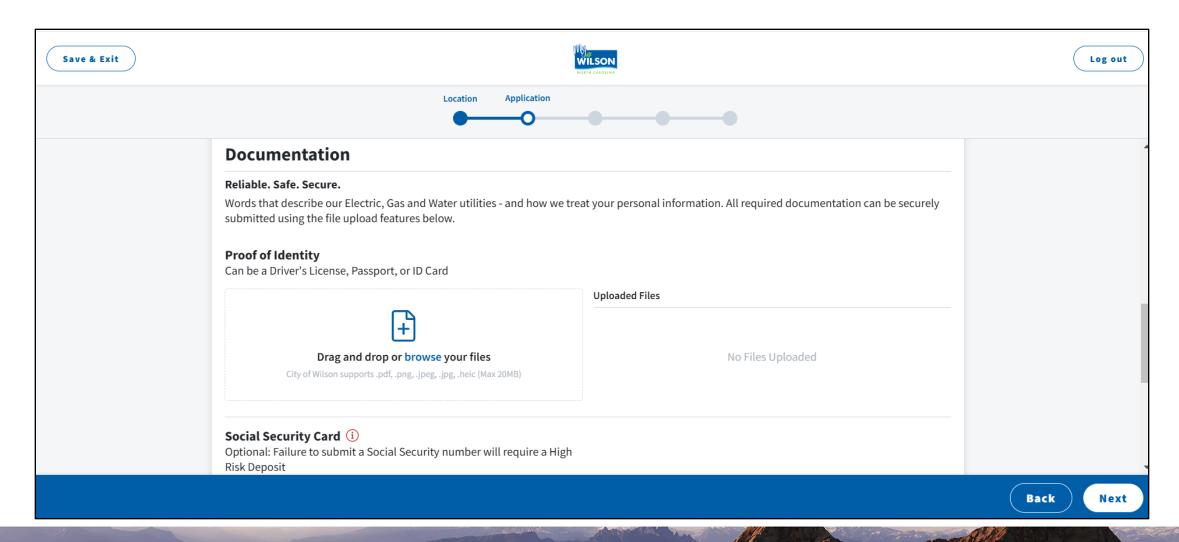
Choosing a Location Type



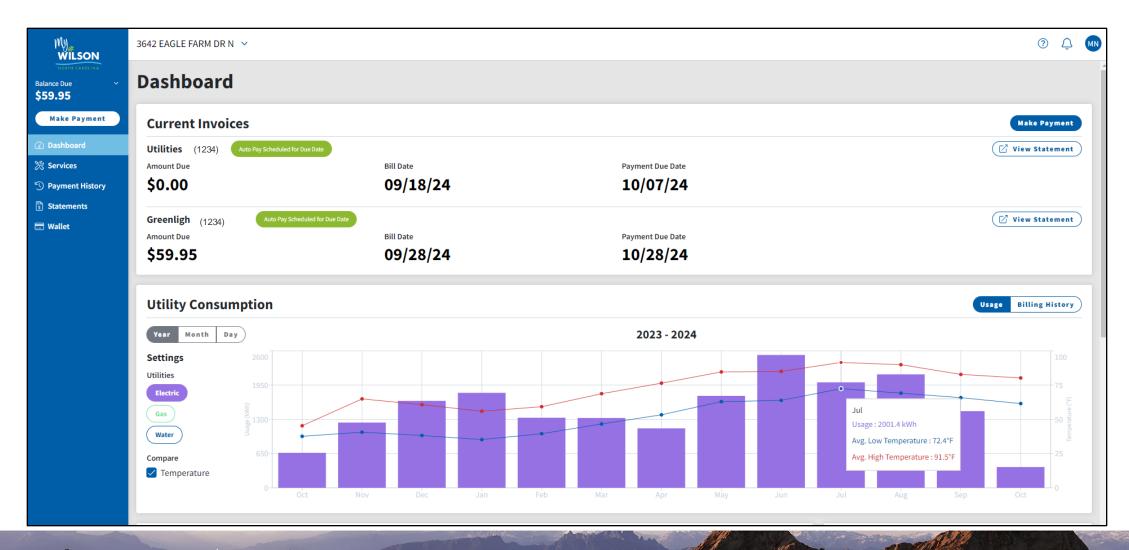
Application for Services



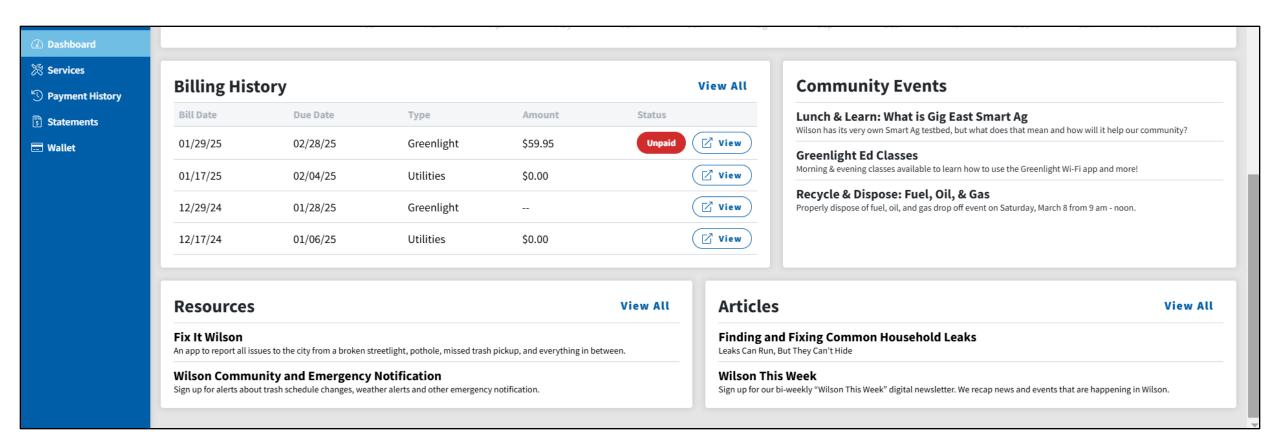
Documentation



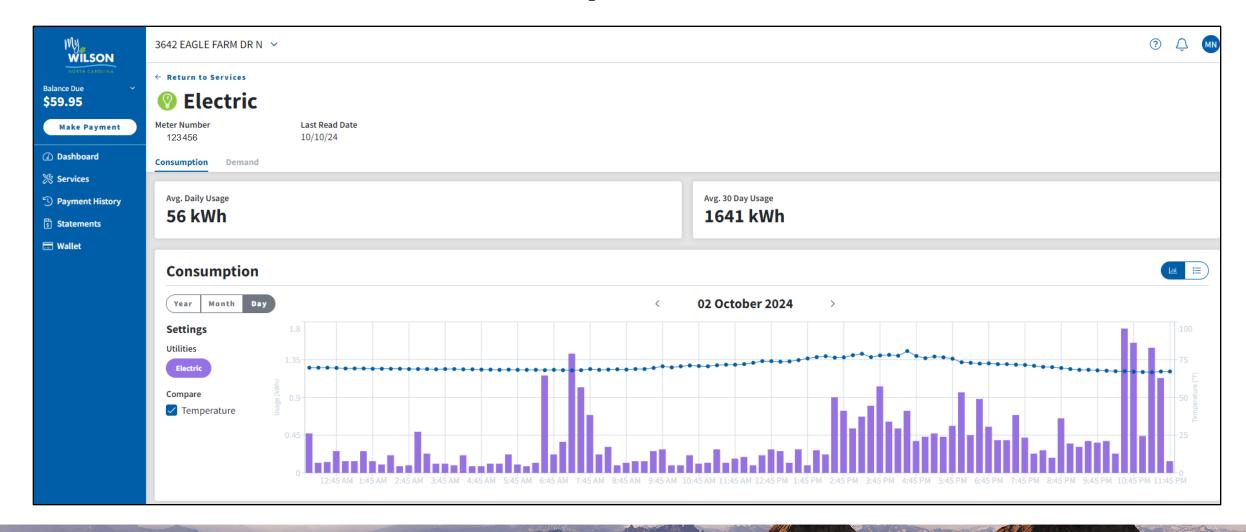
Dashboard



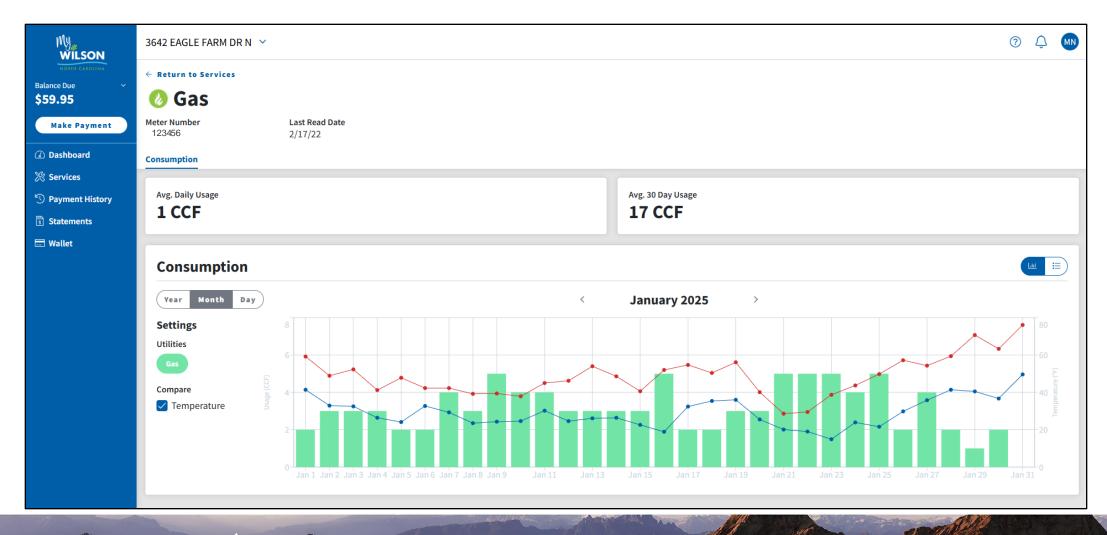
Billing History



Electric Service Consumption



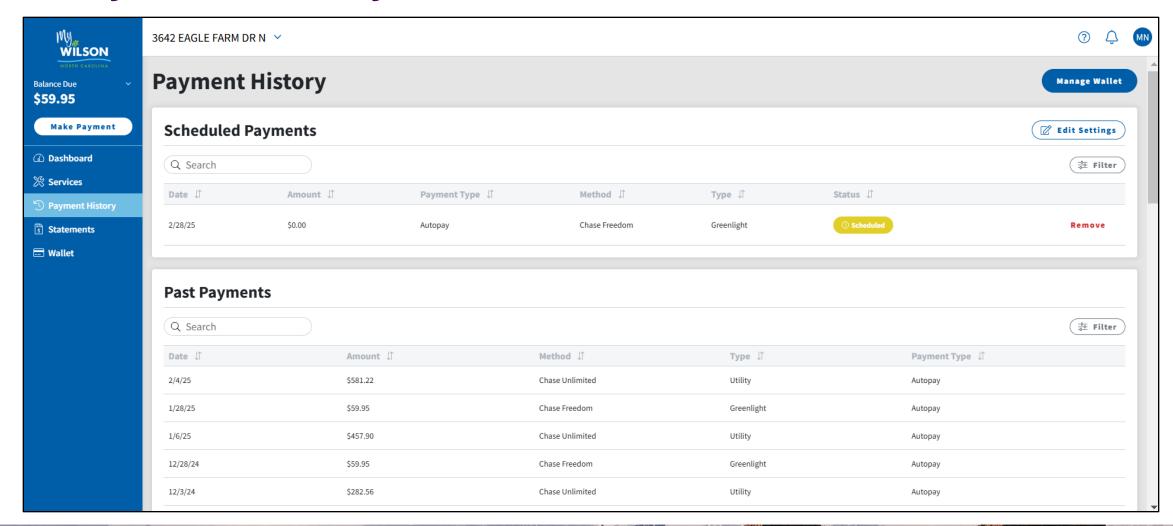
Gas Service Consumption



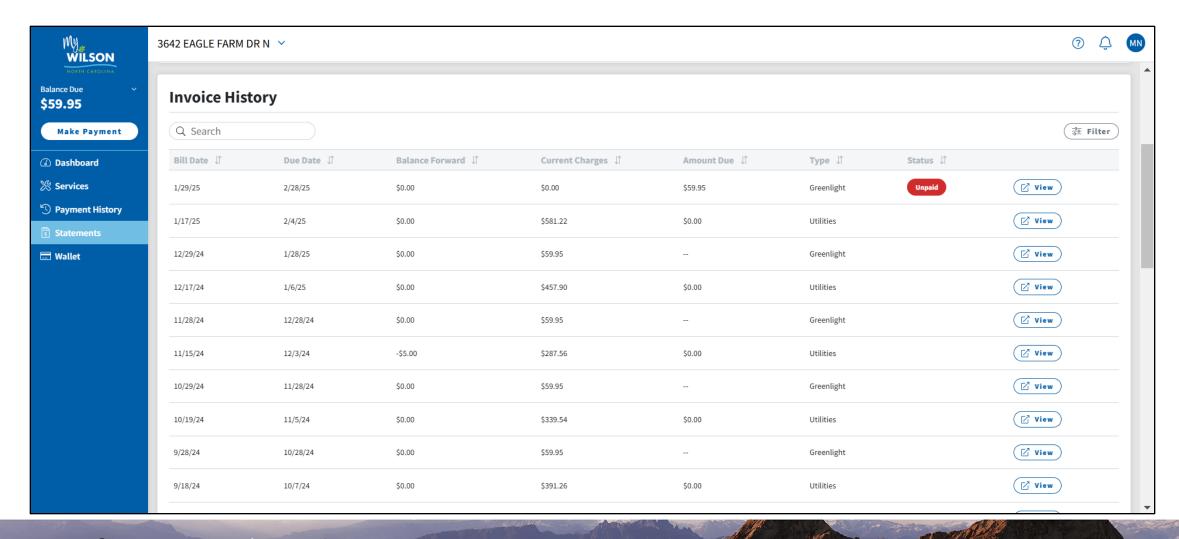
Water Service Consumption



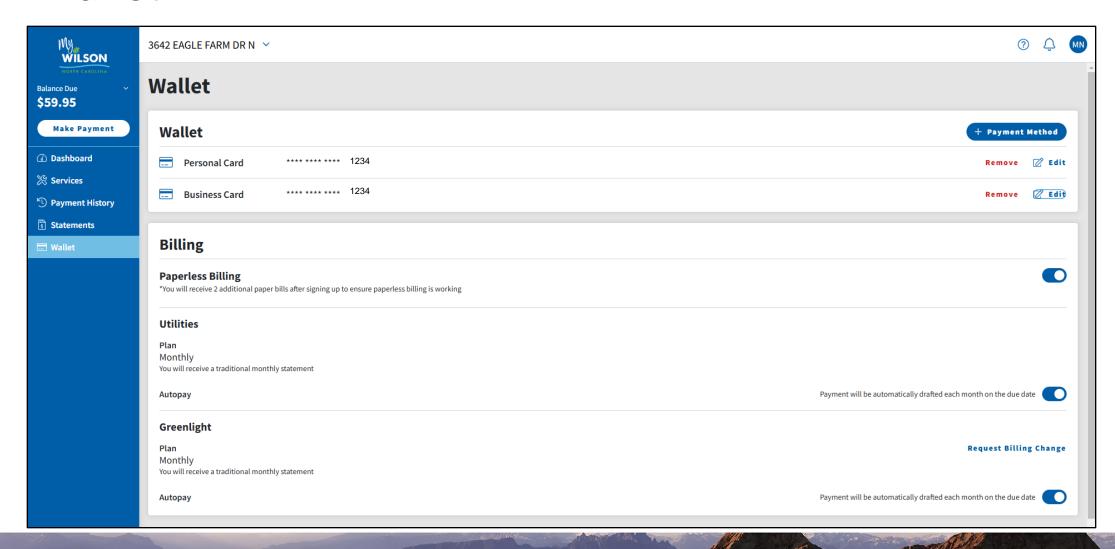
Payment History



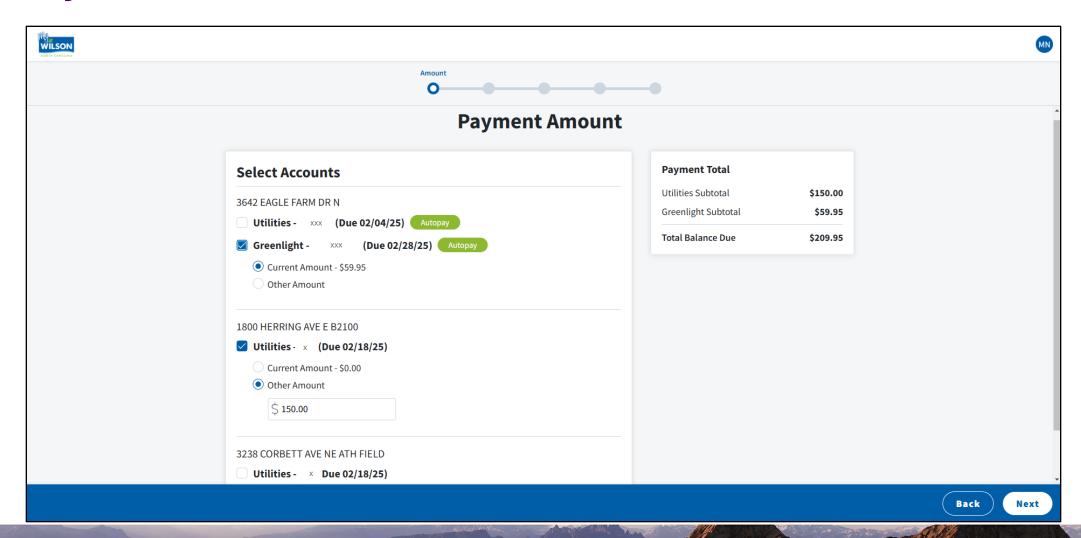
Invoice History



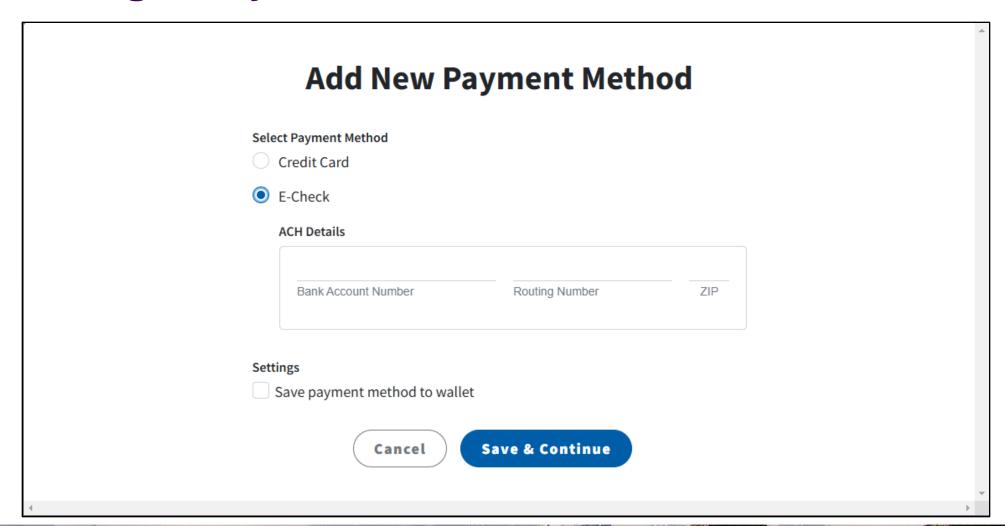
Wallet



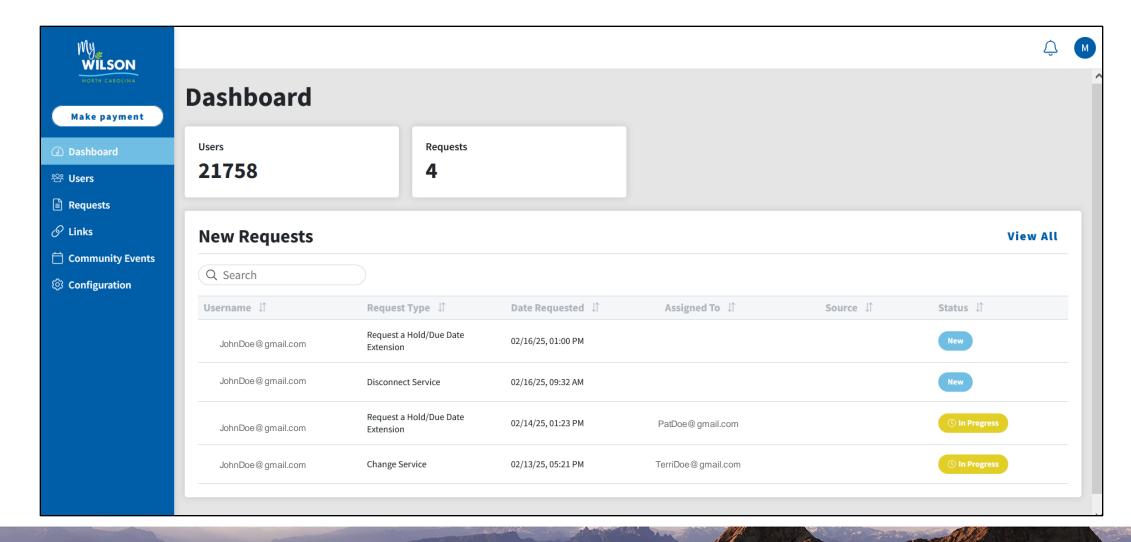
Payment Information



Adding a Payment Method



Dashboard



Lucia Marquez-Henning Utility Service Coordinator Town of Ayden

Energy Advisor Tool Implementation

Since 2016, ElectriCities has partnered with Brillion (aka Apogee) to offer members the **Residential Energy Forecast with Energy Advisor Tool for use on your website**.

Utility Benefits:

- No-cost setup
- Free training
- Free customizable marketing tools
- Build trust with your customers
- Reduce call volume to your call center
- Improve first call resolution

Customer Benefits:

- Completely free to use
- Insight into their energy usage
- Helpful tips to save \$ and energy
- Improved satisfaction

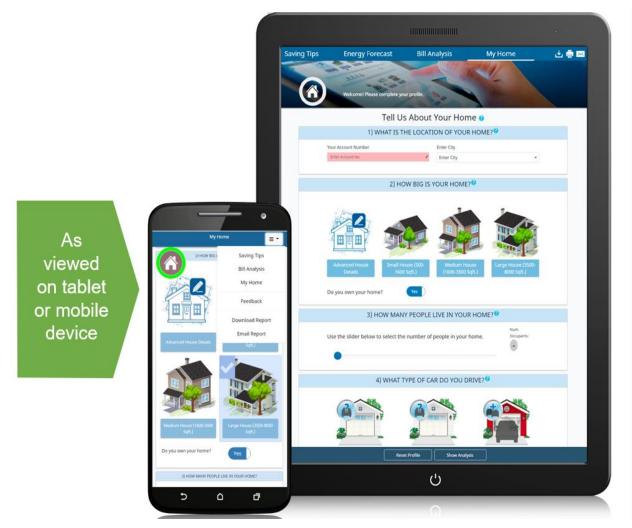
Energy Forecast



Energy Advisor Tool

The Energy Advisor tool works in conjunction with the Energy Forecast tool.

When a customer clicks on the Energy Forecast widget or a link on your website, they can also choose to perform a simple home energy audit.



Energy Advisor Tool

Based on the results from their energy audit, your customers receive an efficiency rating and savings tips!



Your Ways to Save

Upgrade Your Heating System

If you are replacing your heating system, choose an ENERGY STAR® high efficiency model in order to save year after year on your energy bills. This upgrade may save you up to \$688 a year on heating costs, which are your single largest energy expense during the winter. Now is also a great time to assess the overall performance of your home. It is possible that by sealing air leaks, adding insulation and other measures you can achieve greater comfort and reduce the size of your replacement heating system.



Check Out Electric Vehicles

Switching just one of your cars to an electric vehicle can give you a net savings of up to \$476 a year compared to what you are spending on gasoline. A typical American family spends 20% of their total annual budget on transportation, making a switch from a gas or diesel vehicle to a plug-in electric vehicle (EV) a smart choice for fuel savings. Electricity is less expensive per mile driven, and charging options at work and on the road are expanding rapidly. In addition, some locales allow EV drivers to use the High Occupancy Vehicle lane even when driving solo, speeding up your commute (check local laws).



Save With A Smart Thermostat

Automate your savings with a Smart thermostat and save up to \$424 per year by holding 68°F for heating and 78°F for cooling when you are home and automatically setting to 55°F for heating and 85°F for cooling when you are away. Smart thermostats use advanced technology and user programming to automatically adjust temperature settings to keep you comfortable and save on heating and cooling costs. Make sure to maximize savings by increasing cooling and decreasing heating setpoints when you are away for more than an hour, as well as adjusting the heat to a lower temperature at night.



Save on Cooling

Your thermostat gives you control of your energy savings. By adjusting your setting to 78°F could save you as much as \$345 per year. Try to incorporate additional actions to improve comfort as you find the setting that is right for you. For instance, closing drapes or blinds on sunny days will keep the sun from heating the room, and using a ceiling fan will cool people in a room. Just remember to turn the fan off when the room is unoccupied.

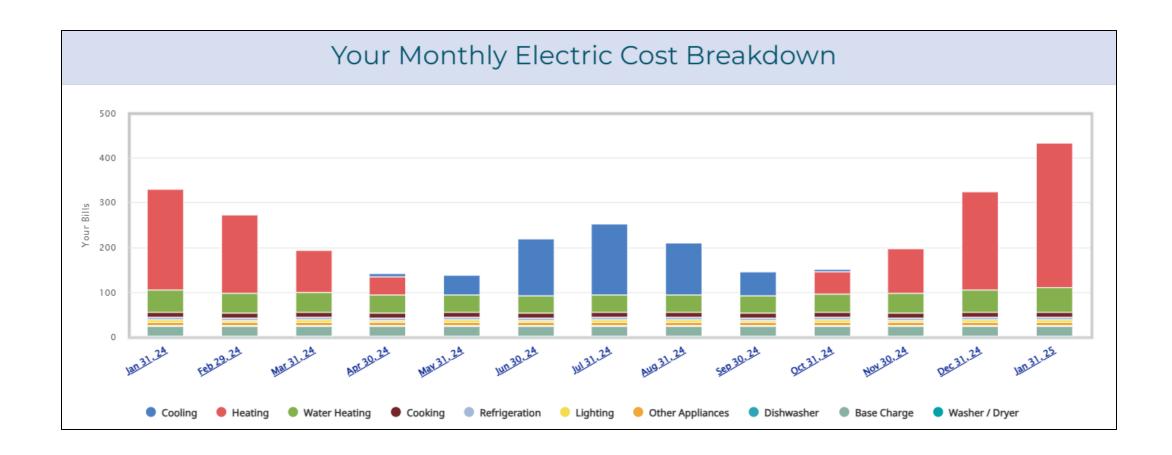


B

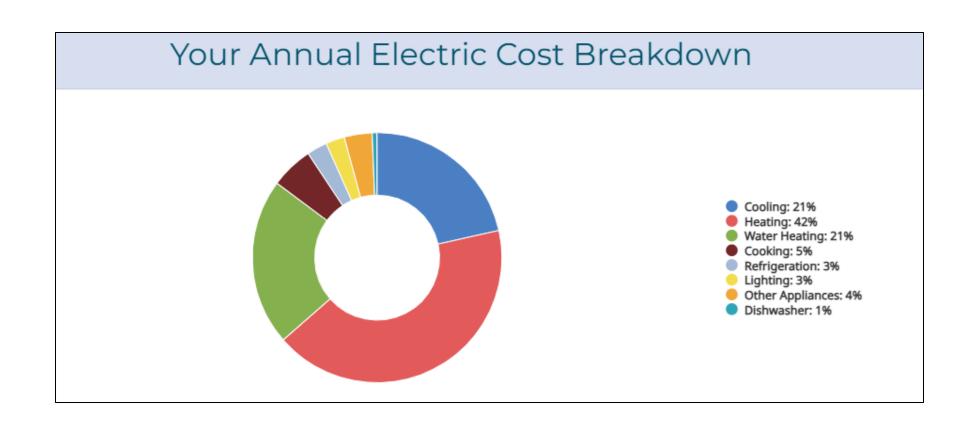
Air Conditioner Replacement-Home Improvement Expert Factsheet

Maintaining or replacing your window or room air conditioner will save money on electricity and improve comfort.

Monthly Cost Breakdown Insights



Annual Cost Breakdown Insights



Free Marketing Resources

Sample Bill Inserts









Energy Dollars Video

 Can be used on social media or act as a thumbnail on website.

Video Sample

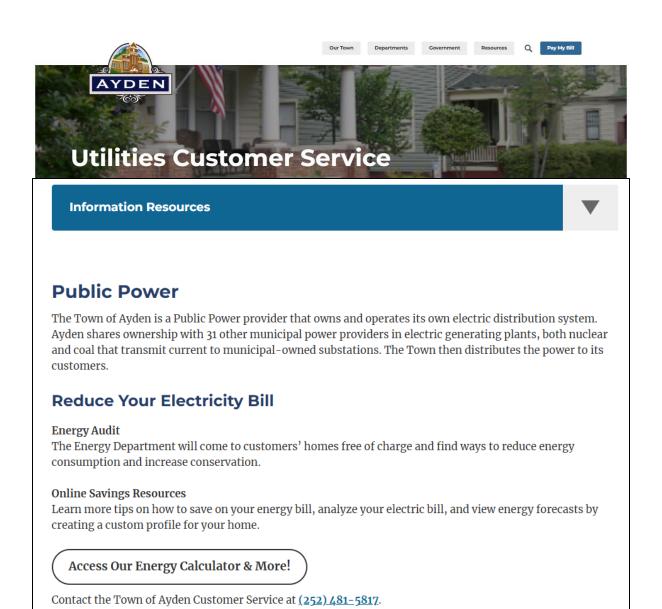


Checkout all the marketing resources



Implementation

- 1. Met virtually with the Brillion team.
- Brillion developers worked with our IT team to setup.
- 3. Communications with customers.



2024 Results

City	Usage	City	Usage
Albermarle	2	Kinston	8
Ayden	<mark>144</mark>	Lexington	4
Benson	47	Monroe	118
Boone	73	New Bern	35
Cherryville	371	Newton	140
Clayton	2	Pinetops	1
Concord	59	Rocky Mount	167
Edenton	4	Selma	4
Fayetteville	85	Shelby	4
Gastonia	28	Statesville	132
High Point	115	Tarboro	11
Huntersville	121	Total	1675

Mariana Greene Public Communications Specialist New River Light & Power Appalachian State University

Transforming Public-Facing Technology to Optimize Customer Experience and CSR Workload

Objectives:

- Background
- Challenges
- Project Design
- Implementation
- Closing the loop

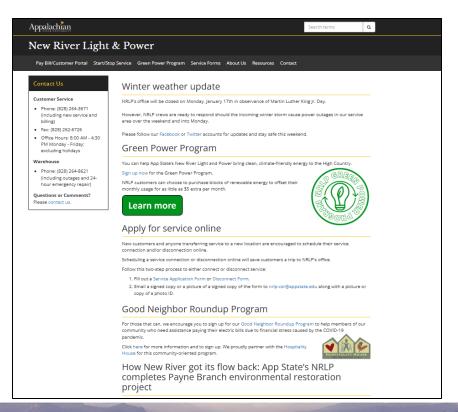
Utility Background

Appalachian State's New River Light and Power, a utility located in the mountain town of Boone, NC, serves approximately 9,000 customers, including the university, the town of Boone and surrounding area.



Website Reconstruction

Prior to 2023, the website was similar to other university sites. It was text heavy and not easy to navigate to the sections most needed by customers or sections of priority for the utility.

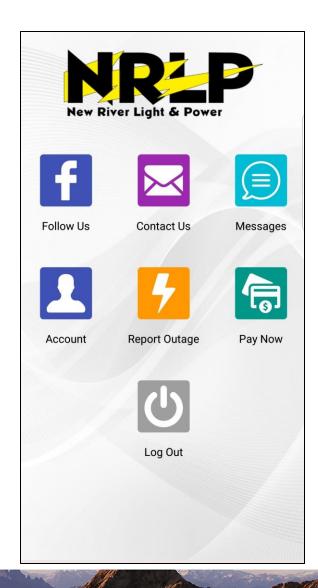






Mobile App Reconstruction

Similarly, the NRLP Connect mobile application had been unsupported for about two years.



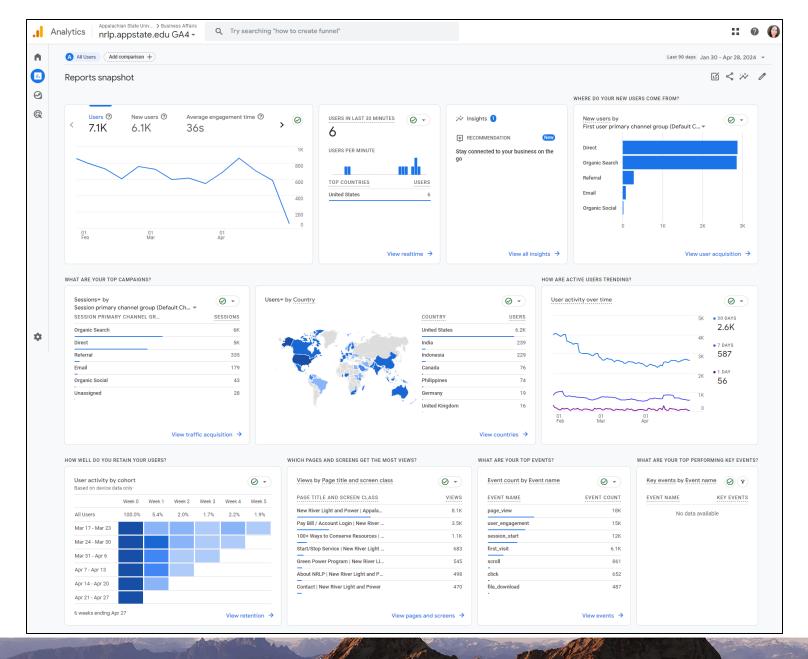
Data Analytics

At the beginning of a large update, analyzing data is key to understanding where customers navigate.

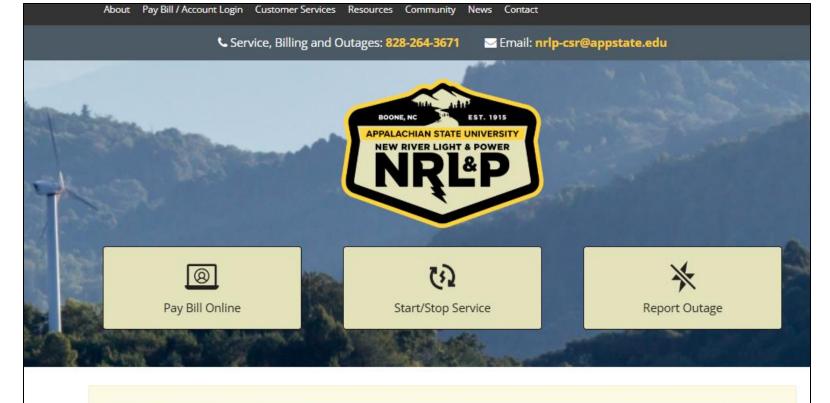
Identifying utility priorities is equally as important.

Data can include:

- Customer surveys
- Analytics provided by your hosting platforms
- Utility strategic goals



2023 Website Upgrade



NRLP customers working with certified electricians, please ensure that your contractor goes through the proper process to make repairs or install generators. Contractors must submit permits to the Town of Boone or Watauga County Inspection offices before NRLP can turn your power on. This is for your safety. Contractors should contact these offices as soon as possible because appointments are limited. Additionally, if your contractor is going to disconnect your meter, we need to know before they begin. We want to make sure that everyone stays safe through their repairs and avoid prolonged outage times. Please call us at 828-264-3671, Monday through Friday, 8 a.m. to 4:30 p.m., if you have any questions or concerns. For more details, please read the Notice Regarding Repairs That May Impact Utility Meters.



Account / Bill Pay



Forms & Applications

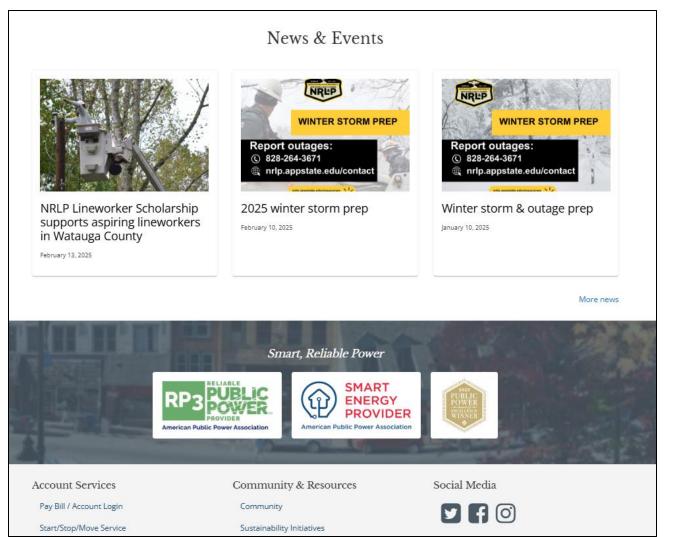


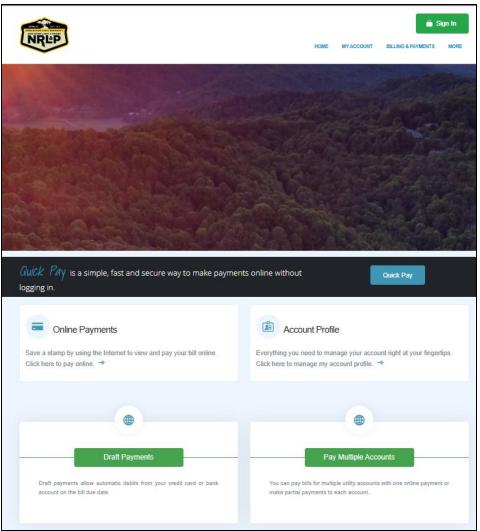
Pay-As-You-Go Prepaid Service



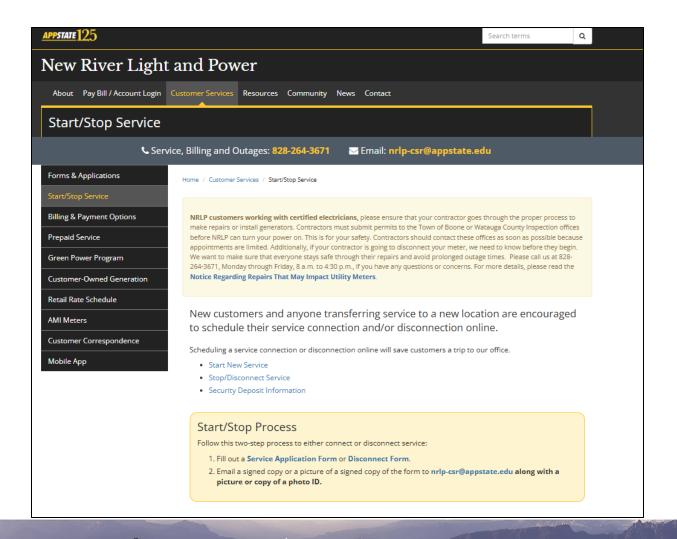
Letters & Surveys to Customers

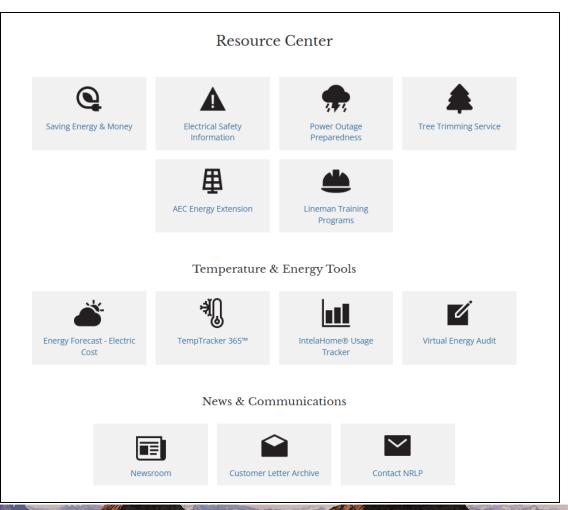
Updated Site Sections



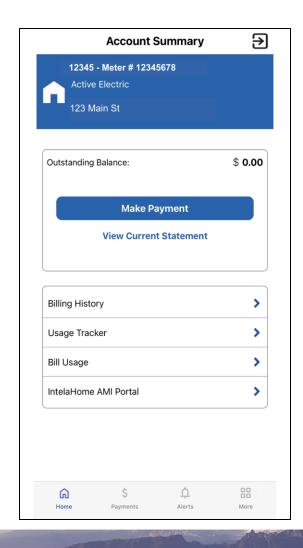


Updated Site Sections





2024 Launch of NRLP Connect





Results

- ✓ After website update, an increase in customers navigating straight to Customer Portal from homepage.
- ✓ Key initiatives like the Green Power Program had increased visits (8th most visited to 5th in less than a year) thanks to ease of navigation from homepage.
- ✓ Optimization for different devices resulted in an increase of 15% of customers using site on mobile devices.
- ✓ CSRs find it much easier to help customers navigate the site.
- ✓ Increased use in mobile app and increased trust from customers.

CSR Training

Finally, the updates were not complete without training and reinforcement of materials covered for the CSRs.



2025 Connections Summit Breakout Session 6B Survey



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