

# Momentum makes leakage reduction in industry a reality with Enersize tools and software

## A shift in the conversation about leakage

In the future, consumers will expect carbon neutrality from companies across all industries. If you set those goals now you'll still have the chance to make zero-carbon production a competitive advantage. If you wait much longer, tightening regulations and timelines will decide the measures for you.

Mattias Holst, Product Manager for industrial components and services at Momentum Industrial AB in Sweden explains: "For many years Momentum Industrial AB successfully focused on executing leakage detection surveys across industrial compressed air systems. But in recent years we have seen a shift in the conversation towards corporate sustainability goals, the 2030 agenda and emissions in general. This means that customers are expecting more from their vendors. It is no longer 'only' a matter of selling individual components to remedy leakage. The conversation is now focused on sustainability: how to save energy and reduce CO<sub>2</sub> emissions. And we have of course developed our service offering to match this focus."

## Focus is on leakage reduction as an outcome

The rise of the sustainability agenda has resulted in a paradigm shift in leakage management. Nowadays the focus is on reduction in emissions and saved cost of energy which is the positive outcome of a leakage detection survey and subsequent repair project.

"When we sell the leakage reduction service we focus on the results that our customers can look forward to, says Holst. And he continues: "After systematic training our employees are experts on how to perform leakage detection surveys and execute repair projects in compressed air systems. We rely on Enersize tools and software to capture data from the survey, calculate expected savings, manage the repair project and document the leakage reduction."

## There is a new stakeholder in the mix

Across all regional offices Momentum is using this service as a door-opener to start conversations about the fact that in the manufacturing

### About Momentum Industrial AB

Momentum is one of Sweden's leading suppliers of industrial components with local warehousing and sales in some 30 locations in Sweden and Norway. Momentum has about 330 service-oriented employees within the Group. Momentum Industrial is part of the listed Momentum Group.



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#### Mattias Holst,

Product Manager for industrial components and services at Momentum Industrial AB in Sweden

industry we have a global responsibility for saving or maybe cutting CO<sub>2</sub> emissions. And Sustainability Managers in industry are ready to have this conversation.

“For many years we have talked exclusively to Maintenance and Technical Managers about their compressed air system. They are aware that they need help to detect leaks which their maintenance team can then work on. We still have these conversations with a focus on overall asset maintenance and minimizing downtime, but when the conversation moves to focus on reduction in CO<sub>2</sub> emissions and energy optimization then the Sustainability Manager is the new go-to person,” states Holst.

### Scope 1 2 3 emissions

To account for emissions – both upstream and downstream of their operations – Sustainability Managers are looking for data to complete their inventories.

“The Sustainability Managers we talk to immediately see the potential of capturing leakage levels and documenting reductions in CO<sub>2</sub> emissions. When they already have a KPI for emissions it is an ‘easy’ conversation.

However, at many plants compressed air is not a line item which is invoiced separately and therefore the energy required to produce it is not documented. This makes it a harder ‘sell’ but tightening regulations and timelines are working for us.

When we sell our leakage reduction service we enter a partnership with the company. Because we are convinced that we can deliver the outcome they are looking for – reduction in emissions as well as monetary savings – we take them on a journey with us. If we successfully reduce their leakage levels, then they pay us 50% of the first year’s savings. If we do not succeed, then the service is free of charge. The Enersize tools and software help us capture accurate data and document leakage levels before and after.”

### A piece of advice for new Enersize partners

“It is too good to be true,” is a comment that I have heard about this offering says Mattias Holst.

“I’d recommend that you set a clear strategy on who to approach. If you want to start a conversation about reduction of CO<sub>2</sub> emissions, then the Sustainability Manager is the best person to talk to.

On the other hand, if you have a clear message that is focused on the money they can save, that’s when you should be talking to the Maintenance Manager. It’s almost impossible to have it both ways,” concludes Mattias Holst.

#### About Enersize

Enersize delivers smart software, tools and services for energy optimization of industrial compressed air. Resulting from the merger of three Nordic companies, Enersize customers benefit from the heritage and experience of over 7000 projects. Our expertise and the commitment of our people has made us a recognized global leader in compressed air efficiency software. The company is listed on Nasdaq Stockholm First North Growth Market under the ticker: ENERS

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