

Niall Enright is the Director and founder of SustainSuccess. He is a sciences graduate from Cambridge University.

Niall has over 20 years' experience in climate change and sustainability – with a particular focus on organisational change and performance improvement.

With a wealth of practical knowledge drawn from an extensive range of sectors across Europe, Asia and North America, Niall is frequently asked to advise on strategic issues at senior level. A pragmatist with strong commercial acumen, he consistently helps clients align environmental and business performance.

Niall's expertise is in implementation – delivering programs that achieve concrete, measurable results. A good understanding of data analysis and information systems has made Niall a recognised expert in the field of management information applications for climate change mitigation.

An important aspect of sustaining change is getting behavioural change at all levels of an organisation – Niall has strong communications skills and can operate from shop floor to Boardroom.

Niall has recently undertaken a period as Sustainability Director, reporting to the Main Board in a \$10bn private development company. This role has been focused around identifying, prioritising and managing risks and opportunities relating to sustainability – creating the structures and process to ensure future excellence.

Niall has had management positions within a number of leading consulting businesses and so has a deep appreciation of the importance of client satisfaction and quality of service. Niall is seen as an authority on “management strategies and systems to mitigate climate change, while enhancing financial performance”. Conferences where Niall has presented include the prestigious NAESCO and Rocky Mountain Institute Conferences in the US; Automotive Manufactures Conference in Canada; and IAIA08 in Perth, Australia, where Niall was a session chair for Climate Change; and the Green Buildings Council Conference in Cape Town in 2009.

Fields of Competence

- All aspects of Energy and Resource Efficiency
- Climate Change and Sustainability Strategy
- Large-scale Change Management Programs
- Performance Measurement
- Cost Reduction and related financial or economic analysis
- Management Information Systems
- Executive Coaching

Education

- BA Hons. Medical Sciences, St Catharine's College, University of Cambridge
- MA (Cantab), Darwin College, University of Cambridge.

Languages

- English, native speaker; Fluent Spanish, Good French; Working Italian, German and Portuguese.

Key Industry Sectors

- Manufacturing, Chemicals, Food and Drink, Dairy, Tobacco, Automotive and Metals Industries
- Oil, Gas and Extractive Sectors
- Property development and asset management
- Energy generation, distribution and sales
- Supermarkets and other retailers
- Offices
- Hotels
- Retail Property
- Airports
- Wide range of public sectors, including education, government and healthcare.

Project Examples

Corporate Programs

Niall developed the methodology used by many leading international businesses such as Hilton International and BP to manage emissions and reduce operating costs. Drawing on quality management systems principles this methodology provides a structured process to capture value in complex organisations, and has at its heart change management.

Energy Monitoring and Targeting (M&T)

Niall has advised on hundreds of M&T program implementations, across a wide range of industrial, public and commercial sectors. Clients ranged from the Prison Service, Benefits Agency, and Airbus Industrie through to United Utilities (Water), GSK and Jaguar Cars.

Commercial Property

Niall has spent 3 years as Sustainability Director for Peel Holdings a large UK property developer with extensive land, retail, leisure, airport, port and energy generation assets. Niall put together a strategy and organisation to manage the considerable and diverse risks and opportunities posed by sustainability – with emphasis on the planning process, compliance with legislation and engagement of stakeholders

Emissions Management

Niall has support a large number of clients implement GHG emissions management systems. In many cases this has been as a response to legislation such as the Carbon Reduction Commitment, EU-ETS or the Climate Change Levy in the UK. Clients have included supermarket chains (Tesco and ASDA) as well as Peel Land and Property, with a large portfolio of office and retail properties.

Demand Side Management Programs, Utilities

Niall developed a range of programs to support North American Utilities (Enbridge Gas, First Energy, and Southern California Edison) to deliver low c/kWh demand-side management programs. These programs largely focused on operational savings in industrial sectors, although some larger hotel, airport and retail businesses were also supported.

Energy Expert Systems

Niall has expertise in the deployment of expert systems in managing energy-intensive equipment. Examples include a closed-loop refrigeration expert system controlling large plant for Scottish Courage at Berkshire Brewery, resulting in significant cost savings.

Financial Appraisal and Financing

Niall has developed financial models to assist in the appraisal of energy and resource capital projects – enabling these projects to be assessed and evaluated alongside more conventional property investments. He has had experience acting as an independent advisor to a number of Roche Vitamin facilities in the US, helping the sites to assess off-balance sheet financing options. Niall brings a good understanding of ESCO financing models and other sources of finance, as well as an understanding of carbon pricing in markets like those created by the EU-ETS, CDM or JI mechanisms.

Carbon and Ecosystems Valuation

Niall has recently helped a global multinational and a UK Supermarket to reassess financial appraisal of capital investments with a view to incorporate the cost of “externalities”.

Sustainability Appraisal

Niall has experience in sustainability appraisal methodologies such as BREEAM and the Code for Sustainable Homes and has helped clients to achieve specific ratings, as part of a planning requirement or to enhance the attractiveness of the building.

Marketing Campaigns

Niall helped to devise and validate environmental messages in Speedy Hire's “Green from the Ground Up” marketing campaign, which positioned the positive green credential of the business and created a differentiated position in the market.

Regional Strategic and Risk Review

Niall has recently undertaken a national strategic review of climate change issues in Australia for a UK plc listed in the FTSE 250 index – looking at the impact of the imminent emissions market on their Australian business and advising on risks, markets and products.