

# Multi-Facility Energy Portfolio

OFMS ADVISORY SERVICES: Electric and Natural Gas Portfolio Solutions

## Background

A company (the “Company”) with over 40 electric accounts and over 40 natural gas accounts wanted to develop an energy plan to (1) manage its energy needs, (2) maximize available energy savings opportunities, and (3) minimize market risk to rising energy prices over the long term. When the CFO first joined the Company a few years ago, he discovered that their electric and natural gas accounts were with a number of different suppliers. Reviewing through agreements, the CFO did not know if they were receiving the best price and was unfamiliar with the energy terminology embedded within the contract language. The CFO needed an experienced energy consultant to help organize and manage the Company’s energy portfolio.

## Energy Solution

Optimal Facility Management Solutions (“OFMS”) analyzed the historical usage and utility rates of each of the Company’s electric and natural gas accounts. Next, OFMS reviewed the supply agreements and audited the historical bills of the different electric and natural gas suppliers. The findings were astonishing:

- 1-year prior, the natural gas supplier overbilled the Company by \$38,000
- One electric supplier had a number of accounts on supply rates that were (1) higher than the incumbent utility rates, and (2) over 200% higher than market based rates
- One electric supplier renewed a number of the Company’s electric accounts *several times* by sending renewal notices with automatic extensions to the wrong addresses

**OFMS, as the exclusive energy advisor for the Company, negotiated the following settlements with the energy suppliers:**

- A refund with the natural gas supplier in the amount of \$38,000
- Terminated an electric agreement mid-term and avoided termination fees in the amount of \$5,000

### Afterwards

- For the aforementioned terminated electric accounts, executed a new supply agreement with a new supply rate that saved the Company \$15,000 a year versus what it would have paid under the “old” terminated rate and agreement, and at a rate significantly below ComEd’s electric supply rate

OFMS developed unique energy solutions for the remaining electric and natural gas accounts and switched them to market based rates, which provided an additional \$20,000 in energy savings.

In summary, the Company saved \$78,000 in the first year alone, and now has an energy plan with OFMS to guide all future energy making decisions.

**“The Company saved \$78,000 in the first year alone”**