


Case Study: On-boarding Process Identifies Significant Savings

CHALLENGE

Fellon-McCord has noticed that large energy users are often apprehensive about leaving their current energy management provider, or outsourcing their energy procurement for the first time. Some companies also question the value an energy consultant can provide.

SOLUTION



During our on-boarding process for a new manufacturing client, Fellon-McCord's client orientation review team analyzed 12 months of energy invoices to ensure the client had been appropriately billed by its utility. While reviewing the invoices prior to uploading them to our audit system, we recognized that the tariffs at one of the client's facilities had been misapplied. Once the error was discovered, our associate contacted the local distribution company (LDC) and requested that it double-check the rate. It was determined the rate was incorrect and the LDC adjusted the rates on all bills to which it had been misapplied.

RESULTS

The energy invoice audit conducted by Fellon-McCord identified one-year's savings in excess of \$41,000, which comprised \$27,000 in true-ups and \$14,000 from the application of an incorrect tariff.



CONCLUSION

Fellon-McCord has a well-defined on-boarding action plan for transitioning new clients from their existing arrangements to ensure the process is uncomplicated and straightforward. The process can also uncover immediate benefits to the client.

As part of this process, Fellon-McCord performs an in-depth audit of all our clients' energy invoices prior to entering them into *dataPoint*TM, our data management system. Discrepancies were identified during the audit that resulted in a refund of past overcharges for our client, and the correction of charges going forward. Our knowledge and expertise in the energy markets gives us the experience and perspective necessary to recognize usage and cost accuracy; therefore, delivering cost avoidance and savings for our clients.

Fellon-McCord is a global energy and sustainability management firm headquartered in Louisville, Kentucky. To learn more, please visit our website at www.fellonmccord.com.