

## Case Study:

### Baseline Review Identifies Significant Savings

#### OPPORTUNITY

A multinational client requested that Fellon-McCord perform a baseline review for nine of its U.S. sites. The purpose of the review was to conduct an in-depth analysis of each site's current energy situation and identify potential cost savings and/or cost avoidance.

#### SOLUTION

Our comprehensive review for this client began with an analysis of 12 months of energy invoices to determine if:

- The sites were under the correct tariff;
- The sites had optimal purchasing strategies;
- There were any missed retail supply opportunities;
- Sales tax exemptions were available and being utilized; and
- The monthly invoice charges were in agreement with the existing energy contracts.

Following that phase of the analysis, Fellon-McCord then researched alternative rate/purchasing options, analyzed electricity power factor and voltage

discounts and meter aggregation, performed a regulatory risk assessment, and determined pipeline direct connect feasibility.

#### RESULTS

The baseline review resulted in the identification of more than \$1 million in savings. These were primarily from invoice and tax billing errors and strategic sourcing activities. Recommendations were reported back to the client, along with a detailed implementation plan. The project was completed within 90 days.

#### CONCLUSION

Fellon-McCord has an all-inclusive process for evaluating the specific complexities inherent in different sites for the same client. We do not utilize a cookie-cutter approach, but instead tailor our process to each client's unique needs. The recommendations identified in this baseline review were presented to the client with a specific outline of tactics required to ensure successful implementation, as well as information on how we could assist in the effort.