

Case Study: Comprehensive Energy Program Delivers Savings

OPPORTUNITY

Fellon-McCord was recently engaged by a defense contracting client with multiple locations throughout North America. Prior to working with Fellon-McCord, the



company contracted with a demand-side management consultant; however, neither the consultant nor the client was closely monitoring its energy accounts or contracts.

SOLUTION

Fellon-McCord's energy team continually evaluates all facets of our clients' energy portfolio, which is a standard practice in our client account management area. As part of our analysis of this client's facilities, we reviewed:

- Gas, electric and fuel contracts to determine expiration, terms, pricing and fair market value;
- Invoices to ensure correct charges were being billed to the right accounts and to clean up any outstanding issues;
- Rates and tariffs to ensure that sites were on the most-appropriate rate; and

- Alternative ways to source gas, electricity and fuel oil in an effort to find less expensive power options.

RESULTS

Our thorough review of the defense contractor's energy portfolio enabled us to add value to their bottom line within the first year of this relationship. Fellon-McCord's energy team identified approximately \$178,400 in savings from a variety of sources such as invoice error correction and rate switching.

CONCLUSION

With Fellon-McCord's knowledge and expertise in analyzing complex energy contracts, we were able to perform a comprehensive review for each of our client's 21 sites. Our energy team evaluated a multitude of energy-related issues to identify errors and recommend solutions regarding potential cost savings and/or cost avoidance beyond those associated with demand-side management. The result was incremental savings to our client based on our comprehensive approach to energy management.

