

## At Home Realizes 30 Percent Budget Reduction by Utilizing Full Suite of Choice Services

### SERVICES PROVIDED

- Budgeting
- ENERGY STAR Certification
- Strategic Procurement
- Utility Data Management

### CLIENT NEEDS

- Client doesn't have a cohesive buying strategy in competitive market
- Lack of understanding of building performance and how to lower operating costs
- Client lacks retail supplier accountability combined with a transparent and standardized bid process
- Use of Choice's utility data management platform to centralize and validate data for power, natural gas and other energy bills

### APPROACH

- Develop past and present fundamental, statistical and technical analysis to provide accurate client specific budgets
- Conduct building performance assessments to identify opportunities for building improvements
- Help client become price setter instead of price taker with visibility into energy markets
- Engage customer in utility data management platform, CESConnect, giving access to automated ENERGY STAR reporting

### SOLUTION AND RESULTS

- Develop a cohesive buying strategy for all locations; Forecast budget and growth in advance
- Identify savings from operations and maintenance strategies; Client earns prestigious recognition with ENERGY STAR certification
- Client purchases future energy needs based on market timing versus contract expiration to control energy costs
- Client maintains a detailed, consistent view of its buildings' energy consumption by relying on CESConnect to give them real-time visibility and actionable strategies for reducing operating costs



### FAST FACTS

**Industry:** Retail

**Locations:** 133 stores + distribution centers

**Annual Spend:** \$35M

**Measure of Success:** Budget reduction totaling more than 30%

### TESTIMONIAL

"I would like to express my personal gratitude with all the new store utility setups. The Choice Energy team has really shown how reliable and prompt their services can be and it has not gone unnoticed.

Thanks again for working with us to set up and procure all of our power and natural gas needs swiftly, as well as bringing the technological solution of Choice's CESConnect for our utility data management."

Russ Wilkerson  
Accounts Payable – Utilities  
At Home