

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

SERVICES PROVIDED

- Budgeting
- ENERGY STAR Certification
- Strategic Procurement
- Utility Data Management
- Utility Sales Tax Recovery

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
- Meet increasing system demand, higher costs and the need for an environmentally responsible way of managing peak demand

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
- Provide research and analytical support delivering detailed analysis and recommendations to control operational costs and achieve corporate sustainability goals

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
- Utilize Choice enrollment team to actively evaluate new store openings and guide client through analytical support, cost impacts and rate changes



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