

NEARLY \$2 MILLION SAVED

for Manufacturing Client with New Approach to Saving



CLIENT PROFILE: A COMMUNITY LEADER



A well-known pharmaceutical manufacturing company consistently demonstrates a commitment to energy efficiency, sustainability, and societal development as an integral part of their business strategy. Their state-of-the-art facilities and operations qualify them as experts in the energy field.

Located in an economically depressed area of the northeast United States, this client actively engages their community with economic re-development strategies and job creation.



THE ISSUE: MISSING PIECES TO THE SAVINGS PUZZLE



UtiliSave's client was doing everything they knew to ensure their facility was consuming utilities efficiently, but they were only focusing on savings achievable from the physical qualities of their energy consumption. They wanted to do more, but were unsure of what other steps they could take. They engaged with UtiliSave, and we provided the crucial pieces of the savings puzzle that were missing—opportunities based on the fine print of utility tariffs, public service laws, and government regulations.



UtiliSave seized all of the savings opportunities that apply to both the physical and the non-physical aspects of a plant's operation for the client with the ultimate goal of more efficient operations and a reduction of utility costs.



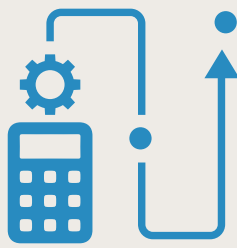
THE SOLUTION: KNOWLEDGE IS POWER



The client and UtiliSave held several on-site meetings and conference calls to ensure there was a firm understanding between both parties concerning the client's corporate mandates, their major energy conservation projects already in progress, and the client's energy budget goals for their plant's operations in the future.



UtiliSave was able to develop a series of unique and novel savings opportunities based on our extensive knowledge of tariffs, laws, rules, and regulations. Specifically, UtiliSave identified an exemption opportunity that exclusively applied to a very limited class of industry—a class that operates in zones that are economically depressed and in areas that are designated for economic development or job creation.



UtiliSave defined a methodology to calculate metrics for the facility's utility load—metrics that would be classified as eligible for exemption—and then prepared on-going calculations to ensure the client would continue to receive the exemption in future years. Thereafter, based on the client's redevelopment commitment to their community, UtiliSave was able to identify further savings opportunities.



RESULTS: NON-PHYSICAL APPROACH PRODUCED PHYSICAL SAVINGS



Altogether, UtiliSave was able to save this pharmaceutical manufacturing company over **\$1 million** through their non-physical approach to energy and business savings. Savings were found by means of extensive data collection, enabling the kind of analysis and insight that would qualify for classifications and exemptions without any changes to the facility's physical installation.



Due to the exemption opportunity for operating in an economically depressed area and the promise of local job creation, the client realized savings of over **\$780,000**. Additionally, based on the client's continued commitment to redevelopment in their community, UtiliSave was able to identify additional savings of more than **\$65,000** in electric and more than **\$143,000** in gas.

Total savings secured by UtiliSave: **\$1,988,000.**



WE CAN PROVE IT

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Proprietary software dives deeper to deliver **larger net returns.**

Experience in **475+** tariff jurisdictions nationwide.

