UTILISAVE CASE STUDIES OF SUCCESS, NO. 3

A TRAILING AUDIT:

Over $5.8 Million Recovered

WHAT IS A TRAILING AUDIT?

A trailing audit is a forensic utility bill audit performed after one or more energy consultants have previously conducted a utility bill audit of the same property for the same timeframe. The UtiliSave trailing audit is performed regardless of whether or not other consultants find any savings, and regardless of the minimal or substantial amounts of any previously uncovered savings and refunds. we are confident that we will be able to add additional value to any past efforts for our clients.

UTILISAVE FINDS MORE

UtiliSave auditors are experts at reviewing previously-analyzed billing information and uncovering unidentified irregularities, errors, and opportunities for savings. Often times, we find that preceding auditors overlooked data that would yield savings, both in the recovery of past overcharges and in achieving lower payments moving forward. UtiliSave's auditing team will focus on capitalizing on those savings for companies and generating quantifiable results that were not uncovered the first time (or multiple times) around.

UtiliSave has over 30 years of experience, which means that we know how to collect a wider pool of information and a wider array of analytics. This translates into savings that companies with less experience will overlook. UtiliSave's intellectual capital and highly-developed proprietary auditing software is unmatched by any other firm. Our expert analysis, coupled with a best-in-class IT infrastructure allows us to dig deeper and find more savings than any other individual or entity.

UNPARALLELED RESULTS

There are a variety of reasons why a multitude of organizations seek UtiliSave's auditing services after previously engaging with another auditor or discount firm. With UtiliSave's experience in trail auditing, UtiliSave has found that audits done by energy consultants, ESCOs, or by a customer's in-house staff have resulted in lower results leaving savings and refunds unclaimed.

This case study includes several examples of trailing audits UtiliSave has performed for a variety of institutions and the unparalleled results they delivered.

UtiliSave has recovered over $5.8 million for the following five clients.

Client 1

UTILISAVE
SAVED OVER $2,470,000
ADVANTAGE

When a large residential complex considered their "fixed fee" auditing service to be a bargain, – UtiliSave proved otherwise.

This client manages a complex of large residential buildings. UtiliSave was initially only auditing their electric accounts and recovered hundreds of thousands of dollars. The client continued to use another auditing firm for their water and sewer utility since they were on a fixed fee.

UtiliSave suggested performing a trailing audit on the water bills as a "test case" so the client could compare the results. UtiliSave then conducted physical inspections of the residential complex and meters, and ran a forensic audit going back six years. In the trailing audit, the water provider had used an incorrect multiplier in billing one of the meters for a period of more than a year. UtiliSave successfully secured **$42,000** in credits due to our audit. After further analysis, UtiliSave discovered that the water provider billed the client twice for the same consumption for a period of several years, resulting in a credit of almost **$9,000**.

It is important to note that all of the issues discovered had occurred during the period that the "fixed fee" firm was supposedly reviewing the bills. To date, UtiliSave has secured over **$2,470,000** for this client for both water/sewer and electric/gas billing.

Client 2

UTILISAVE
TOTAL SAVED $97,000
ADVANTAGE

When a large commercial real estate company misidentified UtiliSave to be a deregulated energy company (ESCO), we proved the value of our services.

Some prospective clients do not always fully understand the services that UtiliSave offers. At times they confuse us with a deregulated energy supplier or an energy procurement company until we explain otherwise.

This commercial real estate company's savings story began with a similar misunderstanding. After allowing us two test properties to audit, we were able to recover **$97,000** in savings within 6 months of the engagement. These savings were found through identifying meter errors and erroneous consumption amounts as recorded by the utility provider. In some cases, these errors spanned a multi-year period of time.

With our significant findings, we were assigned additional properties in the client's portfolio for auditing and have established ourselves as a true utility management partner. Correcting this misconception allowed UtiliSave to deliver exceptional value to this client.

Client 3

UTILISAVE
SAVED OVER $190,000
ADVANTAGE

Dissatisfied with previous auditors, a real estate investment company calls on UtiliSave for results.

This client has a large portfolio of residential properties in New York City and had previously hired a discount auditing firm who claimed they performed utility bill audits. As the discount firm was unable to uncover significant savings for the real estate company, UtiliSave was brought in for a trailing audit. With the first re-audit, UtiliSave was able to recover over **$30,000** in refunds for the client.

UtiliSave continues to identify new issues for this client today and the savings achieved to date has amounted to more than **$190,000**. The issues resulting in these savings have ranged from errors in demand billing, meter issues, and double bills to erroneous consumption data from the utility providers.

Client 4

UTILISAVE
TOTAL SAVED $474,000
ADVANTAGE

City hospital's previous auditor left nearly $500,000 in savings on the table.

This hospital first went to another firm to have its accounts audited before partnering with UtiliSave to conduct a trailing audit. We discovered several tax exemptions and allowances that the hospital was entitled to, but was not receiving. UtiliSave was also successful in obtaining these exemptions and allowances both retroactively and going forward, and negotiated the removal of late payment fees.

Within the first year of engagement, UtiliSave recovered **$145,000** in credits and refunds, and continued to secure additional savings every year since then, which has amounted to a total of **$474,000**.

Client 5

UTILISAVE
SAVED OVER $2,570,000
ADVANTAGE

UtiliSave complements a medical school's in-house energy manager.

When one of UtiliSave's long-standing clients, a medical school, hired an in-house energy manager, UtiliSave was given the opportunity to collaborate with the manager and help with the overall management of the energy plan for the school.

UtiliSave aided the energy manager by identifying a unique regulation exemption that could be considered pertinent to the client's utility purchases. UtiliSave's rate modeling software was also used to detect savings achievable via a more beneficial service classification along with better rates for the delivery of their electric.

Other savings opportunities recognized were utility data errors in demand billing, double billing, meter multiplier errors, and incorrect consumption rates. To date, UtiliSave has found **$670,023** in savings. UtiliSave's services have complemented the work done by the in-house energy manager. The collaborative relationship between UtiliSave and the energy manager has produced better results for the client's overall energy plan, as well as a total of over **$2,570,000** uncovered by UtiliSave throughout the entire engagement.

WE CAN PROVE IT

Ask us for actual savings reports and case studies of success.

An industry leader in utility data optimization since 1991.	More than $700M+ in hard-dollar savings and refunds recovered.	Provides core services to over 16,000 properties nationwide.	Proprietary software dives deeper to deliver larger net returns.	Experience in 475+ tariff jurisdictions nationwide.

UtiliSave®
Info. Insights. Income.

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