

## Case Study: Commercial Real Estate

# Schneider Electric Helps Building Owner and Operator Save More Than 30% on Energy Costs

For large consumers of energy, many variables need to be considered when choosing an energy supplier. Market timing, pricing, contract terms, and more, must be carefully analyzed. Unfortunately, many of these consumers don't have the experience, know-how, or take the time necessary to ensure the best possible rates. Without the advice and leadership of an experienced energy partner, these consumers will continue to miss out on potential market savings.



*The ability to take advantage of energy market volatility is critical to an effective energy procurement program.*

### Situation

The owner and operator of 14 Texas office properties had been working directly with a single supplier for electricity for many years. The operator recognized the need for a supplier pricing review for one of its properties and engaged Schneider Electric to manage the process. The client wanted to execute a series of short term, six-month electricity supply agreements while the market was falling. The client's existing contract was set to expire so timing was of the essence.

### Leadership

In analyzing the market, Schneider Electric forecasted the drop in pricing to continue. Schneider Electric brought a competitive pool of suppliers to the table through a fair and highly competitive RFP process. The process yielded five suppliers, including the incumbent supplier, with each providing pricing for a six-month period.

### Results

Based on price and contract terms, Schneider Electric provided its supplier recommendation to the client. The supplier's pre-negotiated agreement for Schneider Electric's commercial real estate clients included assignment, credit language, notification period, default language, and swing provisions that were advantageous to the client.

Taking Schneider Electric's advice, the client signed a contract with the recommended supplier. As forecasted by Schneider Electric, the market continued to fall and the contract was initiated at just the right time. But most impressively, the new supplier provided the client with a more than 30% reduction in energy expense over the next six months. Schneider Electric's independent advice, forecasting, and market timing provided the client with maximum savings.