

Case Study: Commercial Real Estate

REIT Turns to Schneider Electric for Comprehensive Energy Management Services

For owners and managers of commercial real estate properties, energy management should be a primary focus for performance optimization and cost savings. Unfortunately, this knowledge area usually falls outside of their expertise. This can result in less than desirable energy performance for a single building or across an entire portfolio. Engaging a trusted, third-party advisor is often necessary to ensure optimal performance of a commercial real estate portfolio.



Finding the right partner is key to a comprehensive and successful energy management program.

Situation

A publically traded office REIT with a national footprint of more than 30+ large class A office buildings purchased two buildings where Schneider Electric was the incumbent energy advisor. Onsite management of the two buildings wished to continue working with the company while the REIT sought to consolidate all buildings under one advisor for maximum oversight and leadership. The REIT had an existing energy advisor for their buildings portfolio and was uncertain about working with Schneider Electric.

Leadership

The REIT's Senior Vice President of Asset Management agreed to continue utilizing Schneider Electric at the two buildings to analyze performance against their primary advisor. Over the next year, Schneider Electric provided the REIT with continued energy cost savings, high levels of service, forward looking advice and insight into the energy markets. They also benefitted from the educational components and technology that were provided to their building engineers and managers.

Results

After careful comparison and review of the two advisors, the REIT decided to move all properties to Schneider Electric, expand the scope of services, and leverage the company's capabilities for their entire portfolio. Schneider Electric now provides the client with supply and demand side management, energy reporting, budgeting, and benchmarking solutions across all properties.

Additionally, the REIT was able to consolidate their utility bill payment platform and eliminate an additional service provider. The client now receives a complete suite of concierge energy management services for their entire portfolio, benefiting their properties, investors, tenants and staff in both regulated and de-regulated energy markets.