

# Case Study

## Your Guide to Net Energy Billing and Community Solar

Having expert guidance and diverse options enabled the client to increase savings by 120%.

### CHALLENGE

Before working with TitanGen, the client had a difficult time gathering and comparing proposals to help decide if the Net Energy Billing (NEB) solar program was right for their business. Their team was initially optimistic about cutting energy costs and supporting local solar farms, but corporate leadership lacked the confidence to move forward with any particular vendor and didn't feel they understood the way solar would integrate into their energy budget. After weeks of failed effort and a lingering desire to see the process become a success, the company hired TitanGen to act as their guide through the NEB procurement process and eliminate the perceived risks of entering into a solar agreement.

### APPROACH AND SOLUTION

TitanGen evaluated the client's utility bills, helped establish a solid baseline understanding of the benefits and risks of the NEB program, issued a custom Request For Proposals on the customer's behalf and conducted a thorough set of negotiations with solar developers operating with the CMP load zone. Leveraging the power of market competition and a trusted group of reputable solar providers, Titan delivered a proposal with savings far beyond the best efforts produced by the client acting alone. In fact, Titan's bid process produced an offer with over twice the savings of any offer the company previously entertained prior to Titan's arrival.

Titan continues to represent the client well after the bid process is completed, as the process moves from contract negotiation to system construction and operation, and finally, to performance tracking.

### AT A GLANCE

- ▲ **Building Type(s):** Musical Instrument Manufacturer
- ▲ **Services Performed:** Community Solar Bid Management
- ▲ **Annual Energy Spend:** \$430,000
- ▲ **Energy Costs Covered:** 80%
- ▲ **Annual kWh:** 2.5 million
- ▲ **Annual Savings:** \$70,000
- ▲ **Lifetime Savings:** \$1.4 million

**TO SCHEDULE A CONSULTATION: [TITANENERGYNE.COM](https://www.titanenergyne.com)**