

Case Study

National Retail Chain Boosts Energy Savings by Partnering with Titan Energy

How Titan Energy's process enhanced market flexibility and delivered operational savings to the client.

CHALLENGE

Titan Energy worked with a national retail chain to consolidate and streamline electricity and natural gas procurement. The accounts were contracted with only two energy suppliers with no transparency into whether the customer was actually saving money. The decisions were being made by multiple stakeholders and opportunities for cost savings were being missed.

APPROACH AND SOLUTION

Utilizing a comprehensive utility bill audit, Titan Energy formalized the customer's integrated energy procurement and management strategy. By aggregating the utility accounts with Titan Energy, the company was able to expand its network of top energy suppliers across deregulated energy markets and negotiate the most competitive rates. Titan helped review numerous Master Sales Agreements and assisted the energy manager in the negotiation of contracts across the portfolio.

Cut Costs With A National Energy Management Strategy

Find out more on the next page

AT A GLANCE

- ▲ **Building Type:** Retail
- ▲ **Services Performed:** Electricity and Natural Gas Procurement

ELECTRICITY

- ▲ **Annual Usage:** 2 Billion kWh
- ▲ **Locations:** 880+ stores across 11 states and 36 utility zones
- ▲ **Products:** Fixed without Capacity and Transmission, Fixed All-In
- ▲ **\$3.66 Million Year over Year Savings (3.1%)**

NATURAL GAS

- ▲ **Annual Usage:** 3 Million Decatherms
- ▲ **Locations:** 950+ stores across 12 states and across 36 utility zone
- ▲ **\$1.1MM Year over Year savings (6.87%)**

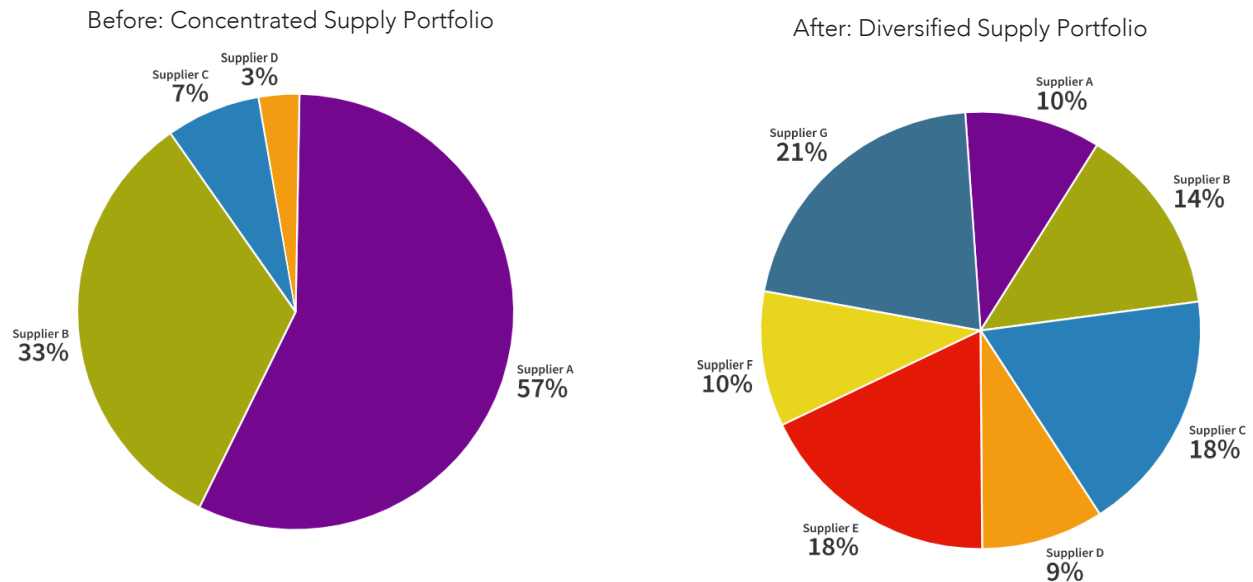
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HOW DOES A NATIONAL ENERGY MANAGEMENT STRATEGY SAVE MONEY?

Diversification of suppliers

Titan Energy has relationships with a large number of suppliers. By adding suppliers into the bid this creates greater competition and a more balanced spread of suppliers.

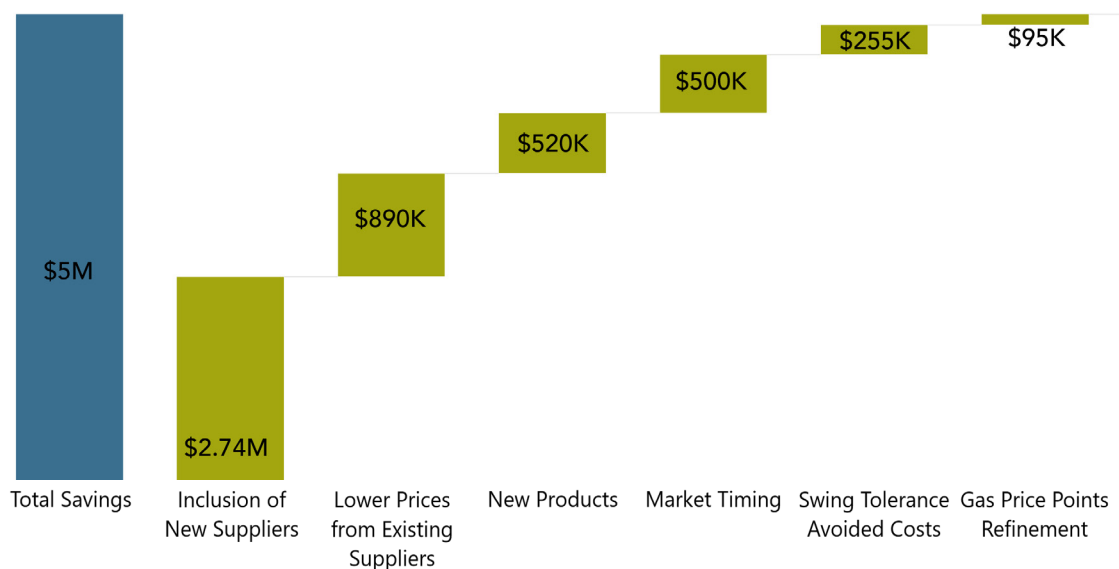
▲ Diversification of energy suppliers



Creating synergies with experience

Titan Energy's expert market guidance helped the customer achieve \$5 million a year in savings. These savings were the result of adding new suppliers into the bidding process and having existing suppliers cut margins while strategically moving the procurement dates. By diversifying and vetting the product pool, Titan introduced new products that fit into the customer's swing tolerance with price points the customers could have confidence in.

▲ Where did the savings come from?



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