

APPI Savings Solutions



Working for Associations and members across the country

“One of the cornerstones of our endorsement of APPI is their record for dependability, quality of service and strength in the marketplace. ... I knew that they not only would serve the members at the highest level, but that they would endure through the vagaries of the ever-changing environment of the market. APPI has done exactly as promised, and over 120 TADA members have been the beneficiary.”

(Bill Wolters, Executive Vice President, Texas Automobile Dealers Association)

OVERVIEW

The APPI Savings Solutions program identifies and implements options that reduce the costs of member’s energy, utility, and telecommunications services. Members pay no upfront, hourly, or retainer fees. APPI is only compensated when it demonstrates and delivers savings and/or refunds. APPI Savings Solutions available to members are:

ELECTRICITY BUYERS PROGRAM

- Analyzes existing electricity accounts and supplier contracts.
- Solicits offers from qualified electricity suppliers.
- Works to obtain the best rate and reliability, contract terms and conditions.
- Handles all paperwork and manages the transition to the new supplier.
- Oversees electricity accounts moving forward for optimum performance.
- Monitors the market for new opportunities and continues its due diligence of suppliers.

NATURAL GAS MANAGEMENT PROGRAM

- Provides ongoing advisory assistance, including the development and implementation of Request for Proposals, monitoring of suppliers, and review of bids and contracts.
- Provides natural gas risk management tools.
- Assists in the negotiation of more favorable terms and conditions.

UTILITY AUDIT SERVICE

- Analyzes existing energy (electricity and natural gas), water, recycling, waste removal, freight, credit card processing, and telecommunications (voice and data) services.
- Identifies and corrects, billing errors, incorrect fees, and overpayments, and adjusts bills moving forward.
- Analyzes rate structures and tariffs for savings opportunities.
- Secures refunds on monies due from billing errors or incorrect rate structures.
- Evaluates alternate service providers and program options that reduce the cost of service.
- Monitors accounts to assure billing integrity and savings.

DEMAND SIDE SERVICES

- Identifies, implements, and monitors specific solutions and products for increasing energy efficiency.
- Reduces energy usage through infrastructure improvement.
- Proposed energy savings pay for mechanical system upgrades.

Electricity Buyers Program

Deregulation offers businesses the opportunity to seek the best combination of price, terms and conditions, and reliability from competing electricity suppliers. To realize these benefits, market knowledge and timing are essential. The ability to negotiate favorable contract terms and conditions is critical. APPI provides the knowledge and technical skills necessary to navigate complex energy markets.

The Process:

As your independent energy consultant APPI's staff of engineers, industry analysts, and regulatory experts will:

- Always represent the business not the supplier.
- Analyze electric accounts and existing supplier contracts.
- Solicit offers from qualified electricity suppliers.
- Work to obtain the best rate, contract terms and conditions.
- Handle all paperwork, and manage the transition to the new supplier.
- Oversee electricity accounts moving forward for optimum performance.
- Monitor the market for new opportunities and continue its due diligence of suppliers.

**To learn more contact APPI at
800-520-6685 or info@appienergy.com**

“ APPI has been managing our electricity accounts for over two years. We have been very happy with its ability to bring us reliable supplier offers that have reduced our costs considerably. Our current contract has even saved us money beyond our projected savings through a manage-down discount. APPI's advice has proven to be in the best interest of our business. I would recommend everyone take a look at this program. ”
(Jeffrey Nickerson, Concrete Block Insulating Systems)

*A large, national cold storage warehouse company with locations throughout the United States contacted APPI regarding the Electricity Buyers Program. The four locations in Massachusetts saved an average of 20% netting a one-year savings of \$340,000 and were renewed when the original savings expired. A Maine location realized a \$13,000 savings and four Texas locations realized \$95,000 in savings over 12 months. **(National Fisheries Institute)***

*An automobile dealer with two locations in Texas signed a 28-month electricity contract through the APPI program. Total savings are in excess of \$60,000. The dealer also asked APPI to review its other utility expenses. Savings for waste removal, credit card processing, and telecommunications totaled more than \$28,000 over two years. **(Texas Automobile Dealers Association)***

Natural Gas Management Program

As an independent energy consultant, APPI's staff of engineers, industry analysts, and regulatory experts will:

- Always represent the business, not the supplier.
- Analyze natural gas accounts and existing supplier contracts.
- Solicit offers from qualified natural gas suppliers.
- Work to obtain the best rate, and contract terms and conditions.
- Handle all paperwork, and manage the transition to the new supplier.
- Oversee natural gas accounts moving forward for optimum performance.
- Monitor the market for new opportunities and continue its due diligence of suppliers.

Utility Audit Service

Ninety percent of phone bills and 70 percent of utility bills to businesses are incorrect. To identify these billing errors requires skill and a dedication of staff time. These resources are generally in short supply. As an association member benefit, APPI audits energy, utility, and telecommunications accounts to identify billing errors and overpayments, and analyzes rate structures to determine the true cost of service. The Utility Audit Service assures billing integrity and savings.

The Audit Process:

APPI performs an audit of current invoices for energy (electricity and natural gas), water, recycling, waste removal, freight, credit card processing, and telecommunications (voice and data).

- Identifies incorrect fees, billing errors, and overpayments.
- Analyzes rate structures and tariffs for savings opportunities.
- Corrects billing errors, and adjusts bills moving forward for immediate savings.
- Secures refunds on monies due from billing errors or incorrect rate structures.
- Evaluates alternate service providers and program options that reduce the cost of service.
- Monitors accounts to assure billing integrity and savings.

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“ Through the ASAE, APPI Savings Solutions Program, I worked with APPI to reduce my electricity costs. By transferring my accounts to an alternate supplier, USPTA saved \$3,000. Recently, APPI introduced me to the Utility Audit Service. In a matter of weeks I was handed a check for over \$13,000. The process was simple, painless, and rewarding. ”

(Rich Fanning, Director of Operations, United States Professional Tennis Association)

APPI reviewed the utility bills of a healthcare facility in New Jersey. With over 100 telecom lines, the account is being streamlined to T-1s. Savings for waste removal combined with the telecom changes will result in savings of almost \$17,000 over two years.

(Health Care Association of New Jersey)

Demand Side Services

A *Demand Side Services* audit examines ways to:

- Reduce the consumption of energy.
- Modernize old systems and equipment.
- Improve the environment within the facility.
- Improve the quality of environmental emissions.
- Increase efficiencies.

Areas of Focus:

Old equipment, systems and technology can be reasons for high energy bills. A plant or facility audit can reveal opportunities to reduce expenditures by upgrading or modernizing. Areas typically covered by an audit are:

- HVAC Upgrades
- Lighting Upgrades
- Variable Frequency Drives
- Energy Management Systems
- Utility Monitoring
- Peak Load Scheduling
- Insulating
- Duty Cycling
- Co-generation

Under a *Performance Management Contract* savings can be used to pay for systems upgrades to a plant, warehouse, office building or other facilities.

- Energy savings over life of project, applied to payback initial costs.
- Initial capital secured through program.
- No out of pocket costs.
- No penalties, no shortage payments, no engineering fees, no risk.
- Only investment is corporate time and commitment to project.

How to Get Started:

- Contact APPI at 800-520-6685 and speak to an APPI Account Manager.
- At the completion of the analysis, your Account Manager will present to you the results, savings opportunities, and recommended courses of action.

**Learn more about Savings Solutions for your business.
Contact APPI at (800) 520-6685 or info@appienergy.com.**