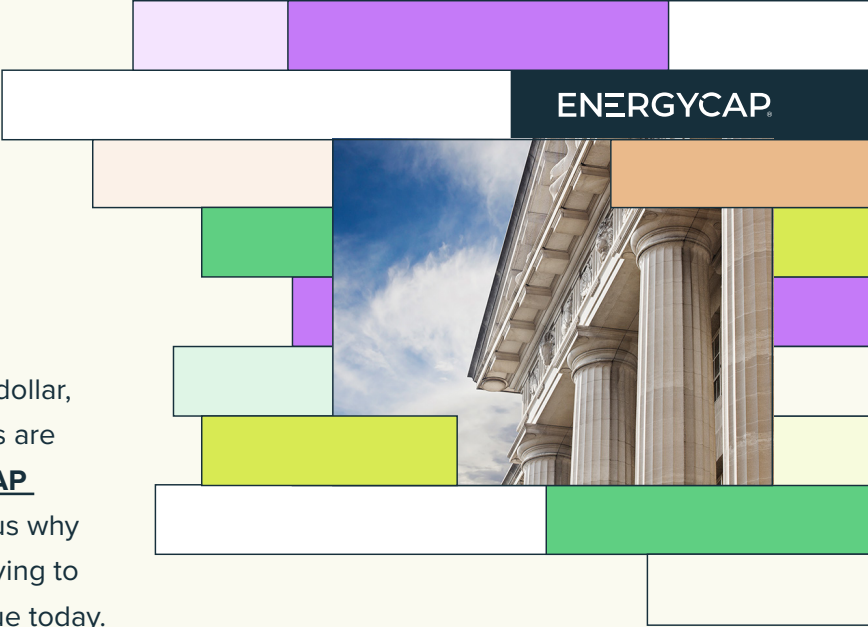


State and local government

Every utility dollar a government spends is a public dollar, and the teams responsible for managing those costs are often stretched thin. In the [2026 Value of EnergyCAP survey](#), state and local government customers told us why they chose EnergyCAP, the challenges they were trying to solve, and where the platform delivers the most value today.



The government challenge

Government organizations manage complex utility portfolios with limited time, tight budgets, and a high bar for accountability. Teams need to process bills efficiently, trust the accuracy of their utility data, and catch billing errors and unnecessary costs before public dollars are wasted. Government customers told us EnergyCAP is delivering on all three.

92%	100%	9 in 10
of respondents save time on bill processing activities after EnergyCAP	of government organizations are more confident in the accuracy of their utility data	government organizations uncover savings from billing errors, overcharges, and other discrepancies

State and local governments often manage utility data across dozens or hundreds of facilities, accounts, providers, and departments. That complexity makes it harder to maintain consistent data, spot problems quickly, and give finance, facilities, and leadership the same answer. The strongest government results in the survey point back to that need for a reliable, shared source of truth.

- 93% of government customers said EnergyCAP meets or exceeds their ROI expectations
- \$250k The average per-project savings calculated by EnergyCAP customers
- 3% of total utility costs recovered from billing errors, on average, with no capital investment required
- \$50k in value delivered to most state and local government customers

Top operational benefits of EnergyCAP for state and local governments

- 1

1

Faster and more accurate reporting
Centralized, trusted utility data reduces time spent gathering, reconciling, and validating information for internal and external reporting.
- 2

2

Faster issue identification
Teams spot billing errors, unexpected usage, and other costly issues sooner—before they have time to grow.
- 3

3

Improved data governance
A consistent source of utility data improves accuracy, standardization, and confidence across departments and facilities.
- 4

4

Improved budget management
Forward-looking budgets, forecasts, and AI help teams plan for utility costs and identify potential budget pressure earlier.
- 5

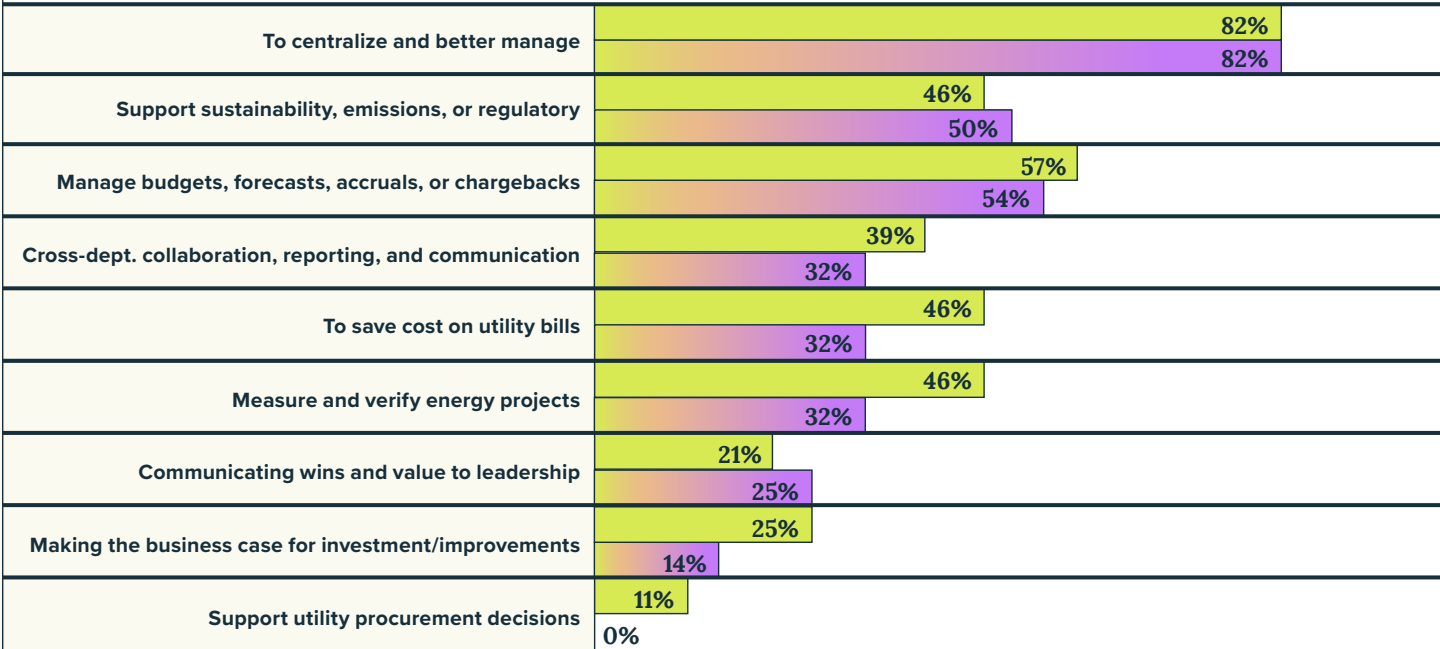
5

Improved utility procurement decisions
Reliable cost and consumption data gives teams a clearer foundation for evaluating rates, contracts, and purchasing strategies.

Where government customers find value in EnergyCAP

- ▶ **1.5x more likely** to buy EnergyCAP for cross-department collaboration and reporting than customers overall.
- ▶ **1.3x more likely** to identify issues faster than other industries using EnergyCAP.
- ▶ Government customers report the **strongest gains of any industry in data governance.**
- ▶ **Government teams extend the value beyond the energy office:** more than half report time savings in facilities, accounting, and AP.
- ▶ **Cross-department use grows after purchase:** using EnergyCAP for collaboration, M&V, utility cost savings, budget management, leadership communication, and procurement all expand after implementation.

Reasons bought vs. used in government



Reasons used Reasons purchased

The opportunity ahead

Three things we consistently see make a difference for government energy and finance teams after implementing EnergyCAP.



Build your revolving green fund

Billing error recovery returns money to the budget with no capital request and no change in operations.



Give lean teams their time back

Powerful automation and AI cut the hours spent collecting, entering, and validating bills.



Follow the trail

Financial-grade utility data with a complete audit trail supports budgets, public disclosures, benchmarking and BPS requirements.

“We discovered improvements that can be made in our internal processes to take real advantage of energy management. EnergyCAP is creating staff buy-in at all levels on energy management, which is an unmeasurable win.”

Deborah Moran, Sustainability Manager, Town of Leesburg, VA

The takeaway

Government teams are being asked to do more with limited budgets and staff. EnergyCAP brings utility data, reporting, budgeting, and analysis together so teams spend less time chasing information and more time protecting public dollars, improving operations, and planning with confidence.

