

# Client Savings Stories

Prospective EnergyCAP users frequently ask about payback and savings.

How much money you will save depends on many factors: how well you are currently managing utility accounts; how much emphasis and resources senior management has applied (and will apply) to energy management; and what tariff and energy supply alternatives are available. That said, it is common for first-year savings and cost recoveries to exceed 1% of the user's annual utility budget, and dollar savings tell a good story.

Before your actual monetary savings and payback period can be determined, one fact is clear: you need to get a firm handle on your energy information. Energy information management provides the foundation upon which all further utility bill accounting and energy management initiatives are built. A firm foundation also tells a good story.

But together, dollar savings and a firm foundation tell a *great* story. EnergyCAP creates great stories every day. Here are a few of them:



## Equity Residential Documents \$250,000 Savings in EnergyCAP

“Thanks to EnergyCAP, we have already identified savings of \$250,000 in one year alone,” says Lou Schotsky, Vice President of Property Operations for Equity Residential (EQR).

Accounting staff and property management administration at EQR, the largest publicly traded owner, operator, and developer of multifamily housing in the United States, are using the Issue Tracker functionality in EnergyCAP to help track and report one-time and recurring energy-related issues that lead to bottom line savings.

Issue Tracker is a “trouble ticket” system for utility bills. Once EnergyCAP’s audits spot a cost anomaly or savings opportunity, an issue is created. Each Issue includes optional data fields designed for tracking of cost and usage reduction estimates. Schotsky is using those fields to tally recurring and one-time expense recoveries. “We’ve always tried to track savings related to energy audits and analysis, but now that everything is in EnergyCAP the issues are easier to find, fix, and track. We’ve been pleasantly surprised to see how big the numbers are when you add them up.”

Schotsky says that the recurring issues primarily involve rate analysis, while the one-time issues are most often related to billing errors.



## EnergyCAP Helps Medical Center Get \$195,000 Refund

A medical center at a major California university received a \$195,000 utility bill refund, thanks to EnergyCAP's utility bill audits. The collection and organization of the medical center's utility bills revealed that for the past three years, the university had been incorrectly billed for sewage services. An additional \$20,000 refund is now under review.

The university is in the process of consolidating all energy data and utility bill tracking, auditing, and reporting in EnergyCAP. During this process, questions were raised regarding property tax assessments that included potential sewer billing errors in three previous years. A subsequent review by the utility company resulted in a refund of \$195,000, and more dollars could be on the way. The utility company confirmed that the university was being charged two different ways for the same sewer services.



## EnergyCAP Finds \$90,000 Billing Error for City of Sacramento

It's no surprise that energy costs a lot these days. So when you get energy money back, it's worth talking about.

Keith Roberts is the energy manager for the City of Sacramento. As the capital of California, the City uses a lot of energy. To help manage the energy program, Keith purchased EnergyCAP.

According to Keith, "We were able to find this \$90,000 billing error so quickly thanks to the new EnergyCAP software that has been installed and we were able to find the error before the paper bill was even opened thanks to the electronic data that PG&E provides us each month."



## EnergyCAP is Key in Riverside County Savings Project

What ultimately "sells" the EMIS project is cost savings. County of Riverside, CA Energy Manager Janet Purchase recognized the potential cost savings from streamlining the county's utility bill processing workflow and worked diligently to make the EnergyCAP EMIS a key component of the county's utility bill accounting process. The EnergyCAP implementation project included multiple efficiency-producing and cost-saving components:

- Annual savings from switching to electronic billing with four high-volume utility vendors: \$25,250
- To-date savings from utility bill auditing and corrections: \$336,697
- Utility vendor incentives for EMIS implementation: \$47,957

Riverside County expects to further increase its cost savings in 2017 by subscribing to EnergyCAP's Bill CAPture<sup>SM</sup> bill processing service for their non-EDI 810 invoices. With Bill CAPture, the county anticipates its bill processing cost will decrease by approximately \$3.50 per invoice, providing an additional annual cost savings of more than \$45,000.



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