

Reducing Manufacturing Energy Costs Through Innovative Contracting

Small to Medium sized manufacturers possess a powerful, yet underutilized, negotiation tool to substantially reduce operating costs. The consistent and predictable energy consumption by manufacturing facilities is an asset that can be used to negotiate rate reductions with energy suppliers. These negotiations, however, require manufacturers to have staffing resources with a deep knowledge of the utility industry and an understanding of the energy commodity markets. Organizations without the knowledge and resources to accomplish this in house can turn to Concord Energy Services for assistance.

Manufacturers that have utilized Concord's services have reduced their energy costs up to 40%

The New Jersey Manufacturing Extension Program (NJMEP) has teamed up with Concord Energy Services (CES) to help manufacturers manage and reduce their energy costs through innovative energy procurement strategies, utility bill audits and energy efficiency programs. CES is an independent consulting firm that aligns with manufacturers - not suppliers - to evaluate energy consumption and help navigate best available programs for reducing energy costs. Manufacturers that have utilized CES's services have decreased their energy costs up to 40% for natural gas and electricity.

Concord services for NJMEP Members

NJMEP Energy Alliance Program Information:

Members can aggregate their energy purchases with other NJMEP members – essentially buying in bulk – to receive wholesale pricing by increasing their energy purchasing volume, take advantage of utility bill audits or energy efficiency measures. To learn more about the NJMEP Energy Alliance Program please visit the link below:
www.concord-engineering.com/njmep_energyalliance.html

Join the NJMEP Energy Alliance program and allow an energy expert to assess your energy consumption requirements and understand various programs available to reduce your energy costs and consumption. To obtain your no cost obligation assessment, please visit :

www.concord-engineering.com/CES/Documents/Single_Enroll_Package.pdf

CES has been providing energy advisory solutions for commercial, industrial and government clients in New Jersey since 1989.



The CES Advantage

CES is a full service energy advisory firm focused on energy cost reduction strategies and asset management solutions for small to large energy-consuming commercial/industrial companies, institutional and government sectors. We specialize in providing innovative solutions that reduce exposure to energy market risks, improve energy commodity procurement decisions, asset management, utility bill verification, demand side management, and energy efficiency consulting to improve bottom-line financial performance. This enables CES to provide its clients with the operational and technical insight to identify cost-saving opportunities that can be implemented through innovative energy procurement strategies.

CES provides NJMEP members with unparalleled experience in the New Jersey electric and natural gas market, and is licensed by the New Jersey Board of Public Utilities to support clients in an energy procurement advisory role.

Engaging CES

For additional information on how to participate in the Energy Strategies programs offered, please contact:

NJMEP Energy Alliance Program
(973)-998-9981
www.njmep.org



CES Energy Strategy

CES will work directly with manufacturers to develop an Energy Strategy that addresses energy procurement, utilization and production (including renewable resources). The Energy Strategy is based on historical energy consumption, predicted future needs, supplier options, contracting strategies and an analysis of factors that may influence pricing changes. **Components of the Energy Strategy include:**

Historical Consumption Analysis – CES evaluates previous energy utilization to develop a model that can predict future needs, taking into account organizational changes, such as facility expansion and other factors.

Market Intelligence – CES clients benefit from information about market conditions that impact pricing, including technologies, weather, commodity pricing, tariffs, and delivery methods.

Supplier Sourcing and Management – CES is supplier-neutral to focus on the best interests of its clients. Each supplier undergoes a due-diligence process that assesses the suppliers' financial and operational stability, and evaluates the supplier's experience and service records related to delivering energy to New Jersey businesses.

Contracting Strategies – CES combines all components of its Energy Strategy to develop contracting strategies and solutions with the most leverage to reduce energy prices, ensure high service levels, and create the most favorable terms and conditions on behalf of its clients.

Concurrent Bill Review – CES reviews energy supplier bills on behalf of its clients to verify that rates and other factors are compliant with the terms and conditions in existing contracts.

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