

Deregulated Utilities case study

A national Eye Glass and Contact Manufacturer and Retailer has 170 retail locations nationwide and 3 labs that produce the products sold in the retail stores. This company dealt with over 80 vendors on a monthly basis and had no staff expertise or time to identify the states with deregulated utilities. At a few of the locations a competitive gas vendor contacted the corporate offices to try to gain an audience to show savings. The information provided was so convoluted that the company decided that even if the projected savings were accurate that the true savings that was to appear on the invoice could not be verified.

RadiusPoint partnered with the company and immediately began the process of identifying savings for those locations in the deregulated states.

solution

The first step in getting a true picture of usage was to review each month's invoice going into the past for at least 6 months. Usage patterns and usage amounts were integral parts in obtaining bids from the competing electricity and or gas vendors. A few of the vendors did not want to participate in a bid process due to the amount of usage.

RadiusPoint was able to narrow down the potential providers in each states and then requested proposals based on the Client's actual usage. RadiusPoint's Professional Services division analyzed the competitor's quotes using the actual usage to identify the savings. RadiusPoint also analyzed other fees that would be involved with a switch to another provider.

results

The savings identified for this Client involved moving the utility services for gas and electricity for locations located in 4 deregulated states was between 4% and 13%.

what are your pain points?

lack of
RESOURCES

lack of
INVENTORY

lack of
AUTOMATION

decentralized
SPENDING

insufficient
EXPERTISE

www.radiuspoint.com
866-382-1336