

UTILITY MANAGEMENT

UTILITY AUDITS | TARIFF OPTIMIZATION | PROCUREMENT

Reducing and Managing Supply-Side Energy Costs

Background

Utility companies are under pressure. There is increasing demand for reliable access to electricity, which is forcing utilities to invest in new power plants. Additionally, the regulatory environment is changing: on the one hand states are introducing competition through deregulation, and on the other hand the EPA is increasing emissions reduction requirements on older power plants. This has caused cost increases and consolidation in the utility sector over the last decade, and has provoked some leading broadband communications companies to start re-evaluating their energy management practices.

Problem

For most operators, electricity is one of the largest *unmanaged costs* today. The critical network often is made up of thousands of utility connections across a vast geographic area, serviced by multiple utilities across state and regulatory boundaries. Given that the plant and network is constantly evolving to meet business and customer needs, it is no surprise that MSOs generally do not audit their utility bills or monitor utility rate changes.

Solution

Coppervale will audit your utility bills to find errors, anomalies and overcharges, and then intelligently analyze your usage by putting the billing in context with the nature of your load profile. We will help you procure and negotiate the best tariffs and rates from an informed position to meet the needs of your powering architecture. Since 2009, we have audited over 15 unique cable systems in the U.S. and Europe, or over 180,000 distinct utility accounts. Our rate of return ranges from 5-13%, depending on system characteristics and utility environment, representing an aggregated total of over \$34 million saved to date.



Coppervale Enterprises Inc. is the leading energy management and sustainability consultancy to the broadband industry. Our team consists of energy and carbon management specialists, environmental experts, and sustainability professionals who provide:

- **Business Intelligence** – financial, energy and environmental auditing and analytics to optimize energy purchasing, consumption and planning
- **Turnkey Integration** – sustainable strategies and solutions to create cost savings, improve energy efficiency and reduce carbon emissions

Coppervale can also show you how to take full advantage of the public relations value associated with reducing your environmental impact. Visit us at www.coppervale.org

Contact us:

Lew Rakowsky
360-392-2598
lrakowsky@coppervale.org

The Coppervale Process

Data Collection and Analysis

Coppervale begins by collecting twelve months of utility bills to better understand and benchmark energy usage across its three key areas of operation:

- **Large technical facilities (data centers, headends)**
- **Office and administrative facilities, warehouses and call centers**
- **Outside Plant power supplies, small hub sites and satellite offices.**

We analyze these bills for errors and inconsistencies, then explore ways to reduce charges by way of lowering demand and reactive power charges. Depending on locale and utility, power supply connections may be unmetered. In such cases, Coppervale can evaluate appropriateness of the unmetered bills and correlate unmetered power supply installations with utility bills to identify any potential overcharges.

For all loads supplied by the same utility, we review the charges for each site and identify strategies to bulk all energy charges into the lowest available rate bracket. For properties with multiple utilities, and where possible because of deregulation, cheaper energy supply alternatives are identified and strategies are developed. In such cases, any negotiations and/or energy procurement can be carried out by the MSO, Coppervale or collaboratively by a joint team.

Network Efficiency Review

We can also perform a desktop analysis of power usage in the outside plant power supplies and make recommendations to improve the operating efficiency of the plant. Coppervale will compile and analyze the data to make recommendations with regard to system efficiency enhancement and power supply elimination.

Facility Review

Similarly, we also can perform a desktop facility energy usage audit that identifies facilities within a network that are operating outside of the "norm." These select sites then become candidates for a more detailed analysis.

Tariff Maintenance

In addition to identifying near-term cost reductions and ensuring proper implementation, the Coppervale team will work with the MSO's technical and accounting teams periodically after the audit in order to track and procure the most advantageous tariff rates.

Utility Audit

Review utility bills to identify errors, zero usage accounts and overcharges



Tariff Optimization

Identify most favorable rate structures that best fit your operational needs.



Utility Negotiations

Work closely with utilities to receive better supply contracts.



Procurement

Achieve best available market price for energy purchases from reliable suppliers in deregulated markets.



Ongoing Maintenance

Perform periodic reviews to secure best tariff rates.

