Tradition Energy

Competitive Supply Options

Telecommunications company learns how leaving the local utility can substantially reduce costs

A leading telecommunications company turned to Tradition Energy for competitive supply options.

Services Provided

- Market Research & Intelligence
- Strategic Risk Management
- Supply Management & Procurement: Electricity and Natural Gas
- Tariff Analysis
- Energy Bill Auditing

Opportunity

- In 2014, Tradition Energy reached out to a telecommunications company to find out how they were procuring energy.

- Until that time, the company was getting its energy directly from their local utility and not taking advantage of the competitive marketplace. Tradition Energy clarified its specific approach to managing energy and explained how their proprietary research and market intelligence supported their methods and recommendations, and defined ways in which those methods could be beneficial to the client.

Approach

- After analyzing the client's usage profile and billing history, discussing the current energy price outlook, and formulating a procurement strategy, Tradition Energy sought out all Tier 1 suppliers in the market for pricing.

- Then, Tradition analyzed pricing and contract information and presented a proposal to the client, along with options and Tradition's recommendations.

Results

- After selecting and contracting with one of Tradition's recommended suppliers, **the client is projected to reduce its annual electricity supply costs by approximately 12% during the contract period.**

- Tradition's market intelligence and strategy recommendations have enabled the client to achieve its goal of minimizing energy costs. Tradition's rigorous vetting process and highly competitive pricing platform ensured that at execution, the client had the supply agreement that best met its needs.

- In the past several months, Tradition has been monitoring the market for additional cost reduction opportunities and continues to advise the client as these opportunities present themselves.