



UNIVERSITIES, RELIGIOUS ORGANIZATIONS, AND CIVIC ENTITIES

We recently performed electricity procurement for a college with which we have been working for years. We examined their bills, corrected 3 rate classes that were listed incorrectly, developed a target price below the market, and a 60 day window in which to reach it or determine a market price. We monitored the electricity market accounts, and bid on pricing from other suppliers. We found that the electricity rate they were being charged by their previous provider was higher than some of the suppliers from which we got pricing. One particularly low-cost supplier provided more services than the college's previous supplier; for example, this new supplier offered full swing when the previous one did not. We switched the college over to this new supplier and were able to save them 12% on their electricity when we signed them to a three-year contract.

We work with a many of the schools in religious organizations across New England. For one of these schools we reviewed their bills and got competitive pricing from several other suppliers. By finding the supplier with the lowest rate, we were able to save this school 18% on its electricity costs. We also saved the school 9% on natural gas costs. We monitored accounts and realized the school was being charged twice for one account and corrected the problem. Additionally, we managed and consolidated their bills and aggregated pricing. In the religious organization itself, we found that a few of the parishes were listed under the wrong rate class, a residential rate class, and fixed the problem.

EarlyBird Power has worked with public entities as well. One example is a public environmental society in New England. By bidding with several suppliers, we were able to achieve a 20% reduction in price for the entity while maintaining all of the necessary components in the entity's contract. We also work for several towns in New England, procuring electricity and natural gas and also serving as a consultant to these towns on green energy projects. We helped one town in Massachusetts, for example, use wind power.