



## APARTMENT COMPLEX AND PROPERTY MANAGEMENT

Diversegy is an energy advisory offering solutions tailored to your organization's business and financial needs.

**Client:** Shinda Management is a leading commercial and residential real estate and property management firm in the New York Metropolitan area.

**Challenge:** Shinda's accounts had been in contract with a third party supplier, but a Diversegy account manager discovered after an initial analysis, that Shinda's accounts had rolled off an expired fixed rate agreement. For a period of two months, Shinda was exposed to market volatility, floating on a variable rate plan for their electricity supply. The result; Shinda was billed nearly twice the amount of the original contracted rate - approximately \$85,000 for just those two months of exposure. With Shinda itself managing a large portfolio of commercial and residential clients, it meant that many of their clients saw their electricity bills double.

**Solution:** Diversegy stepped in and Shinda's existing supplier was one of the 35+ companies represented in the Diversegy supplier portfolio. Leveraging this relationship, Diversegy worked on Shinda's behalf to create a case that justified a position warranting a refund.

**Savings:** A Diversegy energy expert successfully negotiated a full refund on the two months of overcharges. In addition, Diversegy successfully secured a rate and terms to renew the agreement, with a cost reduction per kWh, projected to yield over \$190,000 in savings - in all resulting in more than \$270,000 over the full 3 year term.

### Contact us for a free analysis

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