

## CASE STUDY - LARGE BANK IN ROCKLAND COUNTY, NY

Diversegy is an energy advisory offering solutions tailored to your industry and business needs.

**The Challenge:** The bank's upstate New York expansion included the acquisition of another bank in the Hudson Valley. While it represented a huge opportunity for growth, the company realized it needed to eliminate inefficiencies and the utility bill represented one of the largest aggregate expenses incurred.

**Diversegy's Role:** Immediately upon engagement, Corey Latham, and his team of energy experts dug in. Each location's bills and expenses were reviewed. That the portfolio of branches spanned multiple utility service areas, was no major surprise, but that the locations were each served via multiple independent supplier agreements, each at different rates, meant great potential for consolidation... and savings.

**The Diversegy Difference:** Corey took the time to learn everything he could about each location's usage pattern and ran a complete analysis to indicate the best time to strike. With electricity generation plants fired by natural gas, and with natural gas production levels and reserves at their peak, Diversegy found plenty of opportunity for savings. However, the bank required aggregation of all locations served across multiple utility service zones into a single supplier agreement at one rate. Diversegy's plan met the requirements and delivered a 20% reduction of the incumbent average per kWh rate, carving nearly \$100k in expenses out of the bank's operating budget over the next 12-months.

**What our Client is Saying:** "Corey provided a level of service and insight that matched our own exacting standard," said a bank spokesperson. "He and his team listened and analyzed the situation top to bottom, delivering a proposition that we could never have negotiated on our own."

**Contact us for a free analysis**

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