

Company Profile:

OEO Energy Solutions offers a variety of cost reduction services on a recovered savings business model. Founded in 2004 as a property tax consulting firm, this division began as a property tax reduction service. Since, then OEO has added additional cost reduction services for its clients through both product development and partnerships.

The premier product has become the review of monthly utility expenses—including electricity, natural gas, water/sewer, waste removal and stormwater fees. Of these categories, electricity cost reduction is the most popular product.

The value statement of this service is as follows:

We review the monthly utility bills to identify avoidable charges and recoverable costs. Our fees are structured so that if there is no savings, there is no fee.

Project Methodology

Phase 1-Review of Utility Bills to Identify Potential Savings

Phase 2-Once savings are identified, a service agreement and LOA (to talk to utility company) are required to continue.

Phase 3-A summary report is provided to the client to confirm their interest in pursuing the savings.

Phase 4-OEO prepares necessary documentation, submits and obtains the monthly reduction of utility costs.

Phase 5-OEO prepares quarterly savings reports and related billing for savings actually received by client.

Materials Needed for a Utility Cost Review:

- 1) One month's copy of utility bills: standard = electricity and natural gas; expanded includes water and sewer, waste removal, and stormwater.
- 2) Letters of Authorization as needed once service agreement is completed.

Standard Fee Structure"

- A) 50% of any refunds, once the refunds have been received by the client
- B) 50% of any prospective savings for a period of 36 months, billed quarterly after savings are realized by the client.
- C) Discounts to prospective fee can be made for multiple locations being included in the scope of the project.