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UTILITY MANAGEMENT SERVICES FINDS OVER \$35,000,000 IN RECOVERIES AND SAVINGS ON ELECTRIC BILLS

Utility Management Services (UMS) has found over \$35,000,000 in electric cost savings for their customers to date. Headquartered in NC and serving customers throughout the mid-Atlantic and Southeast since 1998, UMS helps businesses by finding errors and overcharges on customer's electric bills as well as finding the best rate structures available for a particular business's electric usage.

Founder and President, Brian Coughlan, PE, explains: "Electric rates have risen drastically in the past 5 years and the trend continues as the price of gas, coal, and other fuels continues to increase. While the power providers are overseen by the state Utilities Commissions, rates, riders, qualifiers, and variables continue to become more and more complex, making it next to impossible for a business or commercial customer to determine if they are being overcharged or paying more for their electricity costs than need be. That's where we come in. We help businesses, governmental agencies, and commercial users by providing professional assessment and consultation on each customer's individual electric usage and patterns in order to find the lowest rate structure possible."

Having been employed in executive management for one of the major investor owned U.S. electric companies for over 15 years, Coughlan started to become frustrated with what he saw—the majority of electric power distributed in the U.S. is provided by relatively few investor-owned electric companies. And they are 'for profit'. So while they do provide the basic levels of customer service, they are not staffed or motivated to customize a pricing program for each customer's needs and usage patterns. In those states that are not deregulated, they are also monopolies. That leaves little choice for customers, but to 'accept' whatever service *and price* the electric company provides. And the large majority of business customers do not have the personnel, expertise, experience, or data that would allow them to determine whether they have been paying more than necessary for their electric usage.

UMS provides a risk-free means for business and commercial customers to find out whether or not they have been overcharged or are paying more than need be for their electric usage. That means that they get paid for their auditing and analyses services only if they find savings or recover costs for a customer. "We are electric billing and rate experts", says Coughlan. "We stay abreast of everything going on in the industry with regards to pending legislation, rate increases, rate adjustments, and services so that we can identify any savings and recovery opportunities for our customers. We live and breathe electric."

Coughlan not only founded UMS, but also developed a proprietary software program that allows his technical staff to run all types of simulations for a customer, using a customer's actual historical electric data – or projected data based on anticipated growth, equipment, operational, or staffing changes. This in turn, allows them to capitalize on future savings opportunities as well as past. In the past decade, UMS has found over \$35,000,000 in electric cost savings for their customers. Their work is conducted off-site at their corporate headquarters in NC, with no interruptions to a company's administrative staff, no equipment purchases, and no operational changes required to realize the cost recovery and savings.

"In the competitive environment in which businesses operate today, it is essential for a company to focus on containing their costs as well as increasing their revenues", said Coughlan. UMS has the ability to directly, and often times, substantially, impact a customer's bottom line by recovering past expenses and decreasing on-going operating costs.