

Case Study

Energy Cost Reduction

The Client

A major University Health System comprised of a world renowned clinical and research center, multiple teaching hospitals, rehabilitation hospitals and hundreds of multispecialty practices.

The Problem

Prior to engaging with ComTec, each hospital and most of the multispecialty facilities acted autonomously in the purchasing of energy, each entering into a myriad of contracts with varying rates, contract terms, products and suppliers. Each facility implemented their own individual energy strategy using only the tools available to them and leveraging only their respective standalone volumes.

Energy spend was a major expense line-item for each facility and there had been previous attempts to reduce costs, however the task was immense, there were no internal personnel budgeted to work across all of the entities to coordinate the effort, and they lacked the expertise and tools to execute. In addition, there were no budgeted dollars allocated to fund outside consulting fees.

The Results

22%

Cost Reduction

The health systems benefitted from an annual savings of 22% which resulted in a major cost reduction individually, and collectively an eight-digit savings creation with very little time required of their staff."

- Michael Dalia
President ComTec Consulting

The Solution

Finally, a committee comprised of senior management from each of the entities was formed to devise a solution. After many interviews and much due diligence by the committee, ComTec Consulting was chosen to lead the initiative. ComTec was chosen for their comprehensive masterplan, unique RFP methodology, proprietary software, and success in executing other similar projects without requiring any upfront consulting fees and expenses from the health systems. The masterplan included leveraging the aggregate volume of natural gas and electricity usage for all entities while maintaining individual standalone contracts for each entity with no shared liabilities between them.