

# ENERGY PROCUREMENT

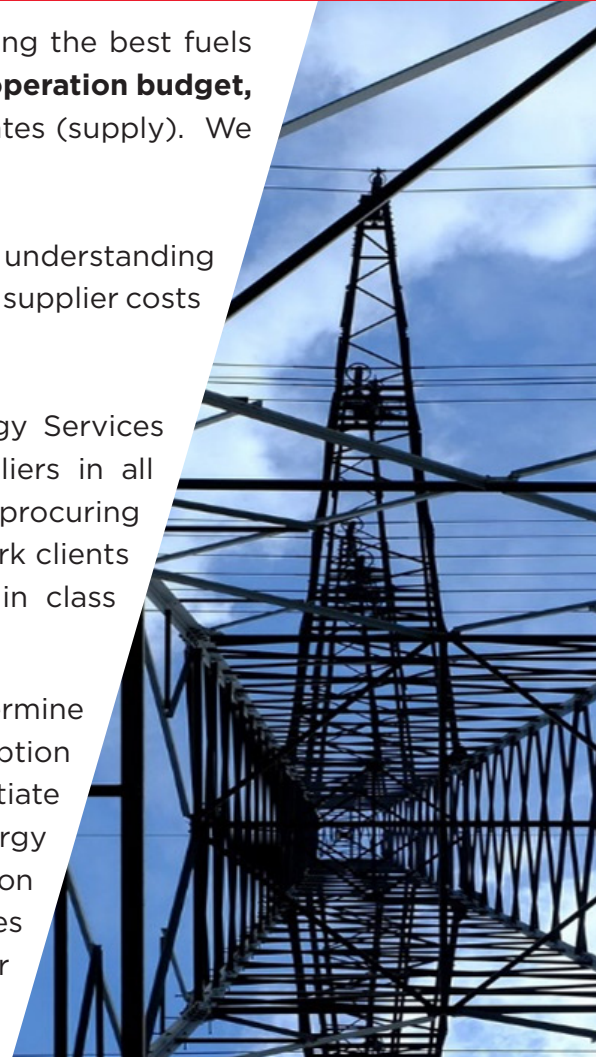
LEVERAGING DEEP ENERGY EXPERIENCE TO GENERATE SIGNIFICANT SAVINGS

Aramark can help clients reduce their energy spend by identifying the best fuels and best times to buy. **Energy is typically 20-30% of a facility's operation budget,** and is subject to increase in consumption (demand) as well as rates (supply). We help clients manage their supply-side risk.


The key to success in procuring energy and managing risk relies in understanding marketing data and analytics. Transparent access to suppliers and supplier costs provides the best deals and rates for energy within your facilities.


In 2006, Aramark developed a partnership with Amerex Energy Services to leverage their access to competitively priced energy suppliers in all deregulated markets, and the company's deep experience in procuring energy in the wholesale market. This partnership enables Aramark clients to explore energy procurement opportunities to obtain best in class electricity and natural gas rates.


Potential energy procurement engagements are evaluated to determine a client's goals and objectives, assess market risk, analyze consumption patterns, evaluate suppliers, consider product offerings, negotiate pricing, and facilitate contract execution. Timing in the energy procurement industry is crucial. Amerex emphasizes risk mitigation and cost certainty when advising clients. The analysis that identifies the potential savings by engaging Amerex comes at no cost to our clients. The overall process is quick, easy and simple.



## THREE EASY STEPS TO ACHIEVE SAVINGS

- 

**DATA COLLECTION** - Client shares historical energy data (bills) and current gas/electric agreements with Amerex.
- 

**ANALYSIS** - Amerex compares the client's utility rates against the current market conditions, and other unique product solutions that can lower costs.
- 

**EXECUTE** - Amerex will deliver a comprehensive savings analysis and draft a new procurement agreement for the client to review and execute if savings can be achieved.

**Aramark and Amerex's collaboration over the years has generated more than \$50 million in savings to our clients.**



# ENERGY PROCUREMENT

## SUCCESS STORIES

### Baylor University, Waco, Texas

*Enrollment:* 14,000 full and part time students

*Campus:* 7,377,390 GSF



Aramark created a procurement contract that began in January of 2018, which generates \$4 million per year in savings for Baylor University through 2028. The total client savings will reach more than \$40 million over 10 years to create some of the lowest electric rates that the University has seen in nearly two decades.



### Pennsbury School District, Fallsington, PA

*Enrollment:* 10,665 students

14 schools



Pennsbury School District engaged Aramark in 2010 to help them acquire a better understanding of energy deregulation and how to forecast future energy rates. Amerex was able to aggregate Pennsbury's energy load with other school districts to facilitate a more client friendly energy procurement contract and generate additional savings. Amerex facilitated 3 electricity contracts and 5 natural gas contracts, providing a combined savings in excess of \$250,000 per year.



### Amerex Managed Energy

Amerex has generated significant returns for the Education, Healthcare, Manufacturing, and Business & Industry Markets. They have managed energy procurement agreements with a total usage of more than:

 **17 Billion kWh** from various energy products

 **22 million Deka-therms** across multiple states

### CONTACT US:

**Jeff Watson**

Director of Business Development  
Aramark Engineering Solutions

[watson-jeff@aramark.com](mailto:watson-jeff@aramark.com)

## ENERGY PROCUREMENT ENGAGEMENTS HELP CLIENTS

To access to the most comprehensive energy market data

Develop opportunities to obtain best-in-class gas and electric rates

Save money now and mitigate risk with energy market price fluctuations