

## Kaneka Finds Big Savings In Hidden Utility Sales Tax With Choice Engineering Consulting

### SERVICES PROVIDED

- Engineering Consulting
- Strategic Procurement
- Utility Data Management
- Utility Sales Tax Recovery

### CLIENT NEEDS

- Client leverages Choice's energy market expertise to buy energy at the best prices and get visibility into energy usage in order to reduce costs
- Client doesn't have the time to watch the market every day; Choice helps client take control of costs through proven procurement process that drives bottom-line results and holistic energy efficiency solutions
- Actively manage energy across utility data management platform, CESConnect, to find saving opportunities
- Client pays high taxes on energy bills when they may easily qualify for full or partial tax exempt status

### APPROACH

- Present client with proprietary actionable market information based on client's specific parameters set through the initial discovery phase
- Identify client's goals and objectives at both the corporate and facility level through a risk questionnaire to guide client through the complex competitive supply market to meet their individual procurement needs
- Engage client in CESConnect platform to receive invoice automation, performance tracking & analysis and resource financials
- In-house Choice engineer to perform a Predominant Use Study to allow client to become tax exempt; Once tax exemption is identified, engineer walks client through entire tax recovery process

### SOLUTION AND RESULTS

- Help client gain more control over energy pricing, as well as the confidence that comes from longer-term energy contracts
- Choice works closely with client to develop a customized energy strategy that reflects the unique needs of client's portfolio of properties, delivering **annual product savings of \$500K**
- CESConnect immediately discovers tax exemption status missing for client
- Client recovers **\$2.2M** in previously saved utility sales taxes and continues to save about **\$500K annually**



### **FAST FACTS**

**Industry:** Manufacturing

**Locations:** U.S., Belgium, Germany, Singapore, Malaysia, Australia, China, Vietnam, India, Taiwan & South Korea

**Supplier Portfolio:** 120,000 MWHRS

**Measure of Success:** About \$3.2M in total savings

### **TESTIMONIAL**

"When buying power for your business, there is a great correlation to natural gas. So, deciding who to buy power from really becomes a question of who knows the natural gas market the best. After meeting Choice Energy Services, it became apparent they were the most knowledgeable of natural gas than other providers. This is because they broker 54% of natural gas options trades in North America and are the provider of a plethora of weather information and services.

Choice's superior market knowledge and inherent information primacy made them the clear choice as our power provider."