

# Case Study

Real Service, Real Solutions

## Northwest Bank



### OVERVIEW:

Northwest Bank, headquartered in Warren, Pennsylvania, operates 172 branches in central and western Pennsylvania, western New York and eastern Ohio. APPI Energy completed procurement for the large, regional bank, including all electricity and natural gas accounts serviced by 20 utilities across the 3 states (PA, NY, OH). In addition, APPI Energy offered assistance in organizing and monitoring the performance of their 556 accounts. APPI Energy continues to offer custom solutions for Northwest Bank, and is currently compiling and analyzing the organization's complete energy profile in an effort to further reduce costs and demand, while simultaneously aiming to increase sustainability and resiliency.

### ▶ OPPORTUNITY

APPI Energy initially stepped in to help manage Northwest Bank's electricity and natural gas costs in 2018. At that time, Northwest Bank had 20 utilities across 3 states – PA, NY, OH – with a total of 556 accounts. Cost savings were a key motivator for the large, regional bank when they began the process, with a concurrent interest in streamlining their accounts for a more holistic look at their past, present and future energy management strategies and goals.

### ▶ CHALLENGES

APPI Energy was tasked with implementing their signature approach to electricity and natural gas procurement, which includes providing a green-apples-to-green-apples comparison of supplier pricing across their fully vetted network of over 40 suppliers. Initial challenges that the internal team at Northwest Bank shared with APPI Energy included: working to procure electricity and natural gas for their branch locations across three states – Pennsylvania, Ohio, and New York – which included services across 20 suppliers. With a total of 556 accounts, staying vigilant of energy cost reducing opportunities was becoming increasingly difficult to manage.

### ▶ SOLUTION

In addition to going to task to present more favorable, green-apples-to-green-apples pricing for electricity and natural gas procurement, APPI Energy created a tailored, energy management system. APPI Energy presented a custom portal for improved energy management, the Intelligence Suite Portal. This portal allows multi-facility clients to collect, measure, manage, and respond to energy usage data in order to implement best practices. The Intelligence Suite Portal automatically collects Northwest Bank's utility bills to review for accuracy, provide usage reports to help identify opportunities for improved efficiency, and compare operations for potential system-wide improvements.

### ▶ OUTCOME

The electricity and natural gas procurement completed by APPI Energy in 2018 yielded projected supply savings of \$400,000. Additionally, their Intelligence Suite Portal provided valuable new insights for both the team at Northwest Bank and their new energy consultant, APPI Energy, to continue to make cost-effective, energy efficient decisions. APPI Energy has continued on as Northwest Bank's dedicated energy consultant, securing an additional cost savings of \$100,000 in 2020. This ultimately led to additional opportunities between Northwest Bank and APPI Energy, with an aim to further enhance their energy management, tracking, and sustainability. To that end, APPI Energy is currently in the process of compiling a complete energy profile with an on-site, holistic energy assessment. The holistic energy assessment will result in additional solutions and technologies for reducing costs and demand, while increasing sustainability and resiliency.

### PROJECT SNAPSHOT

▶ 2018 Electricity/Natural Gas  
Cost Savings:  
**\$400,000**

▶ 2020 Electricity/Natural Gas  
Cost Savings:  
**\$100,000**

# Testimonial

“As a large regional bank with locations spanning three states, we were quite pleased to have APPI Energy step in to manage our energy needs. In addition to significant cost savings, they provided our team with a utility bill management system that continues to make our energy management seamless. APPI Energy’s history and data-driven insights are what initially impressed us, but we continue to be impressed by their commitment to on-going customer service. We are looking forward to what they present us next.”

**Jeffrey Blakeley**  
Assistant Vice President  
Northwest Bank  
Pennsylvania Bankers Association

## ABOUT US:

Founded in 1996, APPI Energy is a holistic energy consulting firm with clients in manufacturing, consumer goods, hospitality, healthcare, government entities, and more. Through their energy procurement services, their team of experts negotiates with suppliers to ensure each client is provided with ideal pricing and contract terms to fit their organizations’ needs. APPI Energy’s comprehensive energy services provide financially and functionally vetted solutions to decrease energy costs, reduce demand, and improve resiliency and sustainability. Technology and supplier agnostic, APPI Energy creates strategic alliances with their clients to provide customized, insightful energy solutions that save organizations time while reducing costs and minimizing budgetary risks. APPI Energy delivers unparalleled consulting, customized coordination of energy management strategies, and world-class customer service. Every day, APPI Energy identifies the wide range of energy supplier prices across the U.S., and utilizes that data to provide the lowest prices available among many vetted, competing suppliers. Unbiased and independent, APPI Energy has earned the endorsement of 160 trade associations and chambers of commerce to provide energy expertise to members.

To take advantage of these benefits and receive a complimentary energy assessment contact an APPI Energy consultant at 800-520-6685.

## ENERGY INTELLIGENCE SUITE

- ▶ **Automated Utility Data:** Automatically capture utility bills across all commodities. Invoices are audited across 35 metrics to confirm accuracy.
- ▶ **Actionable Analytics:** Review utility costs and usage for facilities across multiple commodities for user-defined groups and filters. Monitor greenhouse gas emissions for sustainability and financial reports required by local governments and regulatory agencies.
- ▶ **Benchmarking:** Normalize your energy data by considering outliers outside of the normal scope of operations and weather patterns. Automatically update your ENERGY STAR portfolio with utility usage and cost data.
- ▶ **Real-Time/Interval Data:** Integrate multiple sub-meters and smart-meters into a “single pane of glass.” Incorporate data tied to onsite production, business metrics, and energy resources as well.