



EXPENSE REDUCTION ANALYSTS®

REDUCING YOUR POWER COSTS IN A RISING PRICE ENVIRONMENT

The energy category is not only complicated but requires intricate and detailed thought and procedures to be implemented in order to succeed. It also requires patience as the pay back period for energy control system investments is between one and two and a half years depending on the hours of usage.

Here, ERA energy specialist, George Beyrouthi shares his views on how to put a strategy in place to reduce energy costs effectively.

According to George, "The first step is to review energy consumption over the past twelve months. This obviously relates to both electricity and gas.

"From this, a detailed load profile can be produced and analysed. ERA then reviews and discusses the operational requirements with the client's stakeholders and a brief is put out to the market for quotes." ERA has the expertise and tools to undertake all these steps in consultation with the client.

"Where competition is relevant, make sure that you negotiate the best tariff based on assumed trends and risks, the optimum length of contract and remember that this will include various peak, shoulder and off peak tiers," adds George.

But this is not where it ends. ERA also conducts site audits and if required, measures the energy units in any one typical day. "We look at whether savings can be achieved if the daily loads are spread more efficiently across the 24 hours of the day cycle in order to take advantage of lower tariffs. Plus we install energy monitoring and demand management systems to reduce peak usage and can even install duplicate meters to double-check usage against the energy supplier," he comments.

The final recommendation in saving energy is to look at a comprehensive range of lighting control systems. The choice is endless - from occupancy detectors to photoelectric sensors for measuring natural light to Light Eco to replace fluorescent lighting which can save approximately 20% in costs to electronic lighting ballasts and so on.

COST MANAGEMENT IS ERA

ERA has been in the cost-management business since 1983, and in Australia since 1993. During that time, the company has stuck to a 'no savings, no fee' maxim – and found savings averaging 15-25 per cent for every single client it has helped. Clients enjoy reduced prices for goods and services, enhanced negotiation leverage with suppliers, improved cost analysis and management tools, improved inventory management, improved compliance with corporate contracts, and the introduction of new ideas and trends to help enhance their competitive advantage.

Whether Australian businesses choose to undertake a program of cost-management under their own steam, or choose to call in expert help like that provided by ERA, the benefits to their bottom line can be immense.

Every solution for every company is different, because every solution is tailor-made to that company's requirements and goals. From creating a profit culture within the organisation to cost management, ERA provides a total service that's totally accountable.

"Our clients always make the decisions about which alternatives are most suitable for them and are included in the process all the way through," says Fred Marfleet, Chairman of ERA Australia. "But our help and guidance ensures that they make the right decisions for now and well into the future."

Expense Reduction Analysts - Working in partnership with our clients to maximise profits.