

We bring savings to the table



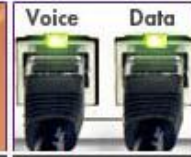
Since 1991, UtiliTech has been minimizing utility and telecom expenses for our business clients.



Natural Gas



Electricity



Telecom/IT



Procurement

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UtiliTech Provides

Expert analysis of utility and telecommunication invoices, contracts, tariffs and infrastructure to eliminate unnecessary expenses and recover refunds.

Utility & Telecom Challenges

There is nothing simple about utility and telecom expenses. Deregulation, years of cutthroat competition, waves of mergers, antiquated billing systems, and an ever-growing list of service options commonly lead to contract errors and billing overcharges.

To check billing accuracy, most companies simply compare current charges to previous months. The truth is, this approach rarely raises red flags, so incorrect bills are paid without question.

Why UtiliTech?

We dig deeper. Proprietary software, detailed line item reviews, and the experience of thousands of audits help us turn errors and overcharges into money that can be invested back into the things that matter most to your business.

- Proven process with more than 10,000 account locations audited across the US since 1991.
- 98% success rate in "Full Audit" of companies with more than 200 employees.
- More effective than in-house reviews and requires minimal staff time.

With UtiliTech you get:

- A team of experts committed to saving you money by minimizing your business telecom and utility expenses
- Comprehensive, easy-to-understand information to help you make well-informed decisions about utility and telecom expenditures.
- A plan of action designed to deliver bottom line results.

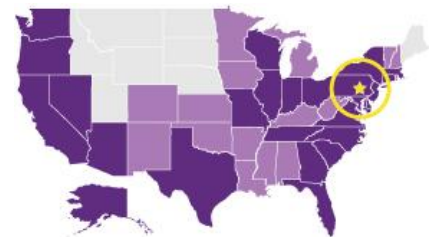
Focus Areas

UtiliTech reduces your utility and telecom expenses while maintaining service quality and requiring little or no capital outlay:

- Bill Audit
- Energy Procurement
- Refund Recovery
- RFP Writing
- Contract Negotiation
- Manufacturing Tax Audits

Flexible service options designed to save your company money and time.

Wide Coverage



Industry Success

We serve all industries and find consistently high levels of savings and refunds in industries like:

- Health-care
- Manufacturing
- Financial Services
- Government
- Education

Large savings are usually found in organizations with multiple sites or heavy use of telecom, electricity or natural gas.

Utility and Telecom Bill Reduction Audit Our Flagship Service Since 1991

Our systematic, focused audits are a logical first step in any expense reduction effort. The result is a full account inventory and identification of refunds and opportunities to save on future utility and telecom expenses. Flexible fee options range from "Shared Savings" to full retainer.



Added Services To Save More Money and Time

Ongoing Utility and Telecom Expense Management

Maintaining accurate, organized information about your accounts, contracts and expenses combined with our deep utility and telecom purchasing knowledge gives you extra leverage in negotiating the best terms available for utilities and telecommunications.

- Telecom Contract Negotiation
- Energy Procurement Assistance (Pricewatch)
- Budget Forecasting
- Monthly Invoice Review, Allocation, and Reporting

Technology Upgrade Consulting

Get help with capital-intensive projects from a neutral third-party expert. From needs assessments to RFP writing to technical and financial evaluations and even full project management, we help you avoid pitfalls and get projects done.

- Phone System (VOIP/PBX) Upgrade
- Wide Area Network Design
- Energy Efficiency Project Evaluation

Help Desk Services

With growing wireless and telecom usage, the amount of technical knowledge and time required to troubleshoot, and support telecom users is growing. You can fully outsource, or share the effort with UtiliTech's staff of telecom experts.

- Wireless User Help Desk
- Telecom Technical Help Desk

Read more at: www.utilitech.com

Get Immediate Help

When your need is more urgent, UtiliTech can help. If you are just looking for assistance with:

- Expiring contracts
- Writing & issuing RFPs
- Suspected billing errors
- Unresolved service issues
- Concern over price increases

Call 800.238.6753

UtiliTech provides flexible service designed to save you money and time

Customer Experience



"The audit was completed in a timely and thorough manner, and resulted in considerable savings."
...**"I have never encountered a company which placed a higher emphasis on ethical conduct."**
Thomas Jefferson University Hospital

"...the county has saved \$131,518 through April...an amount that does not go unnoticed by the county controller. Saving that much money, that's savings for the taxpayers, that is something we've got to do."
New Era

"I just wanted to let you know how much we appreciated UtiliTech's help in getting us through our telecom transition and our major project to select a new VOIP/PBX vendor. UtiliTech was instrumental in not only finding the right product but a vendor with a similar service philosophy as our own."
Dennis Detwiler
Senior Vice President
Harleysville National Bank

UtiliTech is Committed to Returning Utility and Telecom Savings to Your Bottom Line!

Utility and Telecom Bill Reduction Audit Process Our Flagship Service Since 1991

Systematic, focused invoice and contract audits are a logical first step in any utility and telecom expense reduction effort.

The result of the audit is a full inventory of accounts and identification of refunds and opportunities to save on future utility and telecom expenses.



Discussion

We take the time to understand the challenges facing your business.



Agreement

You choose the agreement that's right for you. Bill auditing services or a retainer agreement.



Start-Up

We gather letters of authorization, contracts, and invoices:
- 12 months per account for electric and natural gas
- 3 months per account for Telecom and Water/sewer



Analysis

We'll review your bills and compare them to contracts and utility tariffs to uncover errors and discover your usage patterns.



Executive Presentation

Our Executive Overview provides sound recommendations and action items that will save you money.



Program Management

UtiliTech will assign a partner to ensure you achieve maximum long-term cost-saving benefits.



Measurable Savings

Our process gives you measurable cost savings. You'll reduce spending and improve your bottom line.

Minimal Time Required for Client Staff

Our Goal is to keep your staff time involvement to a minimum. You maintain control, but we do the work and handle the details.

- Collect and copy invoices
- Analyze bills and present opportunities
- Implement and manage approved changes
- Monitor invoices to ensure accuracy

98% Success Rate

Our likelihood of identifying savings opportunities is above 98% when we audit at least three major utilities (Telecom, Electric, and Natural Gas) for a company with more than 200 employees.

Flexible Engagement Options

UtiliTech offers flexible engagement options ranging from "shared savings" to pure retainer to fit the customer preferences of Fortune 500s, small and midsized organizations

Letting UtiliTech Take a Closer Look Will Save You More.

CASE EXAMPLES

Bill Analysis

You never know what to expect in an audit. Some of the clients who are doubtful that we will find anything new are completely amazed at what our process uncovers. We know from experience that there is value in taking a deeper look.



A Regional Department Store with Locations in PA, NJ, MD, WV, NY, CT, and NH, received a refund of \$68,000 from a prior electric supplier for billing errors and received a rate schedule change for one facility that saves \$24,000 annually.

UtiliTech identified \$80,000 in erroneous installation and termination charges for a **National Financing Company** on their data network. In addition, fraudulent credit card use was uncovered as well as minimum charges billed for phone lines that had been discontinued two years prior.

Cost Reduction



Two pharmaceutical clients, one in research & development and the other in specialized packaging, asked UtiliTech to help manage their utility expenses. Both companies are comprised of multiple locations and have large energy expenditures. After completing comprehensive audits, UtiliTech identified refund opportunities of \$180,000 and \$150,000 respectively. In addition, recurring savings that totaled approximately \$260,000 per year were also obtained through rate changes and timely procurement decisions.

UtiliTech was able to obtain a \$48,000 regulatory based refund for a **plastics manufacturer with one location** and monthly savings of about \$1,600. Additional recommendations for an equipment upgrade and rate change produced another \$3,300 per month.

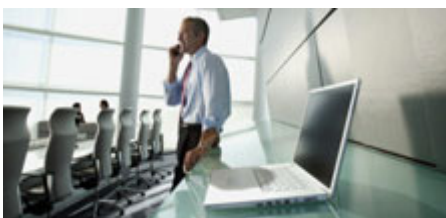
Outsourcing



A New Jersey hospital facility was looking at a rate increase of over 14 percent with the start of full NJ electricity deregulation. UtiliTech negotiated favorable alternate supply rates to maximize savings versus full service default rates. Savings have averaged \$9,000 per month.

A Massachusetts property management firm was faced with increasing utility costs across multiple locations. UtiliTech advised them on best rate choices and handled the confusing alternate supplier shopping process. Electric procurement savings have averaged over \$17,000 per month.

Technology Upgrades



A steadily growing regional bank approaching 50 locations always lived with two different phone systems - one for the branches and one for the central offices and call center. The reason was simple - their central system was just too expensive to roll out across all locations.

When their primary vendor demanded expensive software upgrades just to continue to provide support, they turned to us for their options.

We wrote the RFP to fit their unique needs and managed the selection process to ensure costs and benefits could be weighed fairly.

The implementation took about four months, and they now have a single, reliable system that should meet their needs for a decade, and much lower maintenance costs.