

















## 20 QUESTIONS

- 1. Are you confident your operations are receiving the lowest utility and fuel cost available?
- 2. Would your management team be interested in assessing how competitive their current fuel pricing is compared to market?
- 3. Does your management have the time, resources, and data required to verify contracted energy pricing against terms and market indices?
- 4. Is your organization purchasing energy commodities without a defined pricing contract?
- 5. Have processes and strategies been established to optimize spot fuel purchasing?
- 6. Does your staff require assistance with carbon reporting initiatives? (establishing baselines, usage reporting, and data verifications)
- 7. Are systems in place for measuring, tracking, and reporting company energy usage and costs?
- 8. Are managers aware of best practice energy savings opportunities specific to their industry?
- 9. Is your organization realizing all avaliable energy related tax exemptions on their purchases?
- 10. Are you certain your fuel purchases are being invoiced correctly? (taxes, surcharges, price, delivery/freight, surcharges, volumes, etc.)
- 11. Has management explored alternative fuels to ensure they are utilizing the most cost effective fuels throughout their operational processes and fleets?
- 12. Are your facilities being served by the correct utility rates/tariffs? (natural gas, electricity, steam)
- 13. Do you need assistance in soliciting and securing competetive third party supply contracts in deregulated markets? (electricity and natural gas)
- 14. Does your staff have the time and resources to ensure your organization's utility bills are being invoiced and paid accurately? (fees, taxation, estimated readings, penalties, credits, etc)
- 15. Have you taken advantage of utility sponsored energy rebate and incentive programs?
- 16. Are your facilities being penalized due to below average power factor?
- 17. Should your facilities participate in local demand response and monitoring programs?
- 18. Are your managers interested in various risk management strategies and tools to stabilize future commodity prices as well as guarantee supply streams?
- 19. Could your organization use assistance accounting for and managing physical and financial derivatives contracts on energy commodities? (diesel, natural gas, propane, coal, electricity)
- 20. Do you require technical assistance with already identified energy savings initiatives?



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