

CASE STUDY



Business

Sharky's Bar & Grill

Mid-Sized Regional Restaurant & Bar with Multiple Locations

Pre-RCE Situation

- Sharky's was being powered by TXU
- Month-to-Month Contract
- Paying **\$0.133** per kWh – All-in rate of \$0.18 per kWh
- Average annual utility costs = **\$63,000**

Problem Statement

Sharky's sought to lower electricity costs as much as possible.

Right Choice Energy Solution

The team at Right Choice Energy researched the annual usage numbers for exact pricing. Next, they sent the annual usage numbers to RCE's multiple preferred providers, essentially shopping for the lowest possible rate. During this process, RCE monitored the Terms & Conditions statements made in each contract to ensure that Sharky's was not open to any unforeseen risk. After 2 days, RCE had collected 6 different contract rates for Sharky's.

Hudson Energy responded with the best conditions and the lowest price as well as credit approval. The customer had simply to sign the contract, expend zero money out-of-pocket, and the change was made automatically, without any affect to Sharky's service.

- Sharky's switched to Hudson Energy
- 3-yr contract locking in pricing
- Paying **\$0.095** per kWh – All-in rate of \$0.142 per kWh
- Average annual utility cost = **\$52,900**
- Annual Savings (yrs 1-3) to TXU = **\$10,080** (plus associated taxes)

Current Status

Sharky's contract was just renewed after 3 years, RCE again lowering their annual costs.

- Sharky's switched to Champion Energy
- 3-yr contract locking in pricing
- Paying **\$0.068** per kWh – All-in rate of \$0.115 per kWh
- Average annual utility cost = **\$40,250**
- Annual Savings (yrs 4-6) to Hudson = **\$12,650**
- Annual Savings from 1st visit = **\$22,750**

Client Testimonial

"Its has been a wonderful experience working with Right Choice Energy! Not only have they saved us significant money on an annual basis, but they have ALWAYS been there with one phone call, answering questions ranging from billing to energy efficiency and savings. I would highly recommend the Right Choice team!" - Mike Utley, Owner, Sharky's Bar & Grill