

# Case Study

ProSidian  
Consulting

## US Subsidiary Of A German Automotive Parts Manufacturer Realizes 20% Cost Savings From Utilities Spend.

ProSidian Consulting partnered with a wholly owned US subsidiary of a German manufacturer of specialty functional and decorative Nonwovens for automotive, industrial and apparel applications to assess its energy supply and develop strategic solutions for improvement.

The goal was to identify opportunities for cost savings and streamline their supply processes to improve on what is characterized by incomplete information, high fixed costs, slow reactions to market conditions, and evaluate commodity tariffs for commercial and industrial customers.

**Client:** A wholly owned US subsidiary of a German automotive parts manufacturer specializing in functional and decorative Nonwovens for automotive, industrial and apparel applications. The company is a leading supplier to global producers of high quality automotive components and apparel products.

**Challenge:** Client seeking review of current energy consumption, contracts and purchasing (especially natural gas & electricity). Support for utilities tariff review and energy management assistance. Assistance with a review of electric and natural gas accounts to identify potential opportunities for savings. Selection of efficient and reliable retail supply for energy services and other matters.

Seeking to maintain competitive positioning in a period of high volatility, slow economic climate and uncertainty in the market place through realized cost savings, higher service levels and reduced logistics and transaction costs.

**Results:** The results of this project led to **20% savings from utilities spend across the facilities** and provided integrated information on energy and utilities to all supply chain constituents. The client maintained competitive positioning in the market place through higher service levels and reduced logistics and transaction costs. The result also provided the client with more accurate information regarding utilities spend to improve their decision-making processes.

### Approach

ProSidian Consulting worked collaboratively with the client to understand the as-is conditions based on the company's operating profile and assessed energy and utilities tariffs for company facilities to develop a strategy for improved utilities spend and streamlined procurement processes.

ProSidian Consulting worked with the client to understand energy supply options and established relationships with key suppliers in the marketplace while maintaining connectivity to utilities in the market area.

**Solution:** Worked collaboratively with the client to understand the as-is conditions, evaluate current and forecasted operations, developed a system of improved and streamlined process steps, and assessed utilities tariffs with strategic supply options for realized cost savings.

**Results:** The results of this project lowered operating costs of utilities by 20% and positioned the client for higher service levels and reduced logistics and transaction costs.

### EXCELLENCE & EXPERIENCE MATTERS

#### FOR ADDITIONAL INFORMATION, CONTACT:

For More Information About ProSidian Consulting's Energy & Sustainability Solutions.

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