

# Integrated Energy Management

Tradition Energy and OMNIA Partners help global leader in talent solutions achieve energy procurement and sustainability goals.



*Tradition's integrated energy management strategy helped the client cap energy rates and achieve its goal of 100% renewable energy.*

## Services Provided

- [Market Research](#)
- [Energy Risk Management](#)
- [Procurement: Electricity & Natural Gas](#)
- [Sustainability: Renewable Energy Certificates \(RECs\)](#)

**OMNIA**  
P A R T N E R S

## Opportunity

- Our client is a global leader in talent solutions, with \$14.5 billion in revenues and 500+ global locations.
- Client needed a procurement strategy for their electricity and natural gas agreements that were about to expire. Additionally, they wanted to develop renewable strategies to support corporate sustainability goals.
- Tradition Energy was introduced to the talent solutions firm through its OMNIA Partners, Private Sector relationship.

## Analysis

- Tradition utilized its proprietary pricing technology, TEPS, to issue multiple RFPs for both electricity and gas. This process helped determine which supplier offers were best aligned with the client's procurement goals.
- During this time, meetings were also conducted with the client to understand their sustainability goals and how to incorporate them into the broader procurement strategy.
- Once the number of potential suppliers narrowed to two or three, Tradition obtained the proposed supplier agreement for review and negotiation to shift as much risk as possible from client to the suppliers.

## Results

- Tradition **protected the client from future market volatility and increased costs** by locking in long-term electricity and natural gas budgets.
- To best meet the client's sustainability goals, **Renewable Energy Certificates (RECs) were procured, which offset 100% of their conventional energy usage.**
- Tradition's **negotiations with the client's preferred electricity supplier resulted in them winning the business** after they were not initially the most competitive bid.