

Case Study: Austintown Local Schools

Customer Background

Austintown, Ohio is a neighboring township just west of Youngstown. Austintown Local Schools serves over 29,000 residents, and comprises four schools: elementary, intermediate, middle-school, and high school. Austintown local schools is a progressive district, continually improving quality in education, learning environment, and administration.

Opportunity

Austintown Local Schools was looking for a ways to reduce its operating costs. Amongst other line items, they focused on their energy budget.

The administration was interested in taking advantage of a competitive electricity market. However, they were approached by multiple suppliers and energy consultants, leading to increased requirements of time, analysis, and multi-department discussions.

Solution

Navigate Power recommended its proprietary procurement platform, Navigate Exchange (NEX). NEX is an online, reverse auction, giving customers like Austintown Local Schools, direct access to the nation's leading retail energy suppliers. Suppliers compete in real time, to deliver the most competitive electric bids.



Results

With the help of Navigate Power, Austintown Local Schools scheduled an online reverse auction, a live event lasting just over 13 minutes, and attracting over 27 qualified bids for various terms. The administration was able to make apples-to-apples comparisons based on the final bids.



\$53,100 in
annual savings



\$159,300 in
term savings



Budget
Certainty



Increased reporting
and market updates