

# TITAN ENERGY

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## PROJECT UNDERSTANDING/ APPROACH TO PROVIDE REQUESTED SERVICES

Capital Region Council of Governments  
Energy Consulting and Procurement Services Proposal  
(RFP #2024-03-14)  
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## Project Understanding/Approach to Provide Requested Services

## I. Introduction

At Titan Energy, our mission is to help clients navigate the best energy solutions for their needs. Founded in 2001 the start of energy deregulation in Connecticut, Titan Energy is an energy industry leader, designing comprehensive solutions to clients to cover all aspects of energy usage, both supply and demand. We are local experts who understand the clients utility and state requirements, legislation and energy markets. Titan Energy recognizes the importance of a member association partnering with an energy management consulting firm that can be the one stop shop for independent and insightful energy procurement.

According to the US Department of Energy, towns and cities spend a combined \$14 billion on utility costs annually. Municipalities continue to balance aging public facilities with deferred maintenance challenges, rising utility costs, and limited budgets. In addition, many are trying to reach sustainability goals while trying to provide control operational costs opportunities. Titan Energy is helping towns address these challenges across North America.

With our years of experience Titan Energy has expanded our in-house team that is comprised of energy experts who possess an in-depth understanding of energy markets, utility data management and sustainability reporting, energy procurement, renewable energy deployment, energy efficiency, and electric vehicle charging infrastructure. Titan Energy is well-positioned to provide the full scope of services to CRCOG Members included in this RFP in-house.

In this next section, we will detail our understanding of the scope of services and how we would approach providing these services to CRCOG and CRCOG Members.

## II. Scope of Services

### A. Energy Market Research and Intelligence

Titan Energy draws from a multitude of resources to understand the energy marketplace and to formulate analytics. We are monitoring Futures markets on a daily basis and utilize resources from organizations such as the US Energy Information Administration, American Gas Association, Edison Electric Institute, and the Electric Power Research Institute. We also monitor activity at the Connecticut Public Utilities Regulatory Authority (PURA) and ISO-NE for any regulatory or legislative activity that can impact markets.



Our past utility employment gives us the ability to reach out to the proper individuals when situations arise that require immediate or insightful information into difficult energy questions. We also utilize and monitor supplier research to find consensus and gain additional market/product understanding. Depending on current market conditions, utility prices, and the end goal of the customer, Titan Energy can recommend a number of different commodity products.

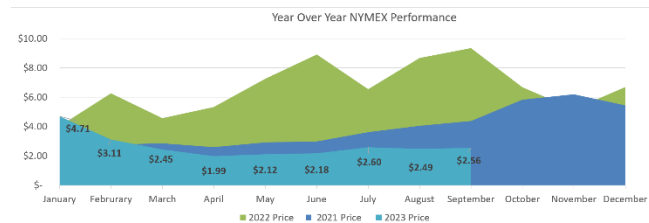
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We give our clients access to this energy market information at any time during the procurement, contracting and ongoing performance of the commodity contract. This includes a detailed PDF or PowerPoint with market conditions of national and local market prices, futures, and utility cost avoidance savings. Once a quarter, we offer energy market updates that review ongoing regulatory matters, wholesale activity levels and retail policies affecting Connecticut ratepayers.

Here is a snapshot of a report provided to clients on energy market performance:



As part of the market research, Titan Energy fully vets our suppliers supply contracts to ensure they are financially sound, RPS compliant, in compliance with all transportation and transmission regulations. Our team is involved with state and national regulators who are kept informed on updated standards, requirements and trends.

## B. Administrative Support, Data Management and Reporting Activities

As part of Titan Energy's energy procurement process Titan Energy's point of contact will request all consortia members to electronically send twelve months of invoices and for a signed Letter of Authorization (LOA). As part of this process, our team of market support professionals track this historical data to verify and validate all relevant data prior to administration of energy procurement. This information is centralized in a data repository that is available to be shared with stakeholders. Acting on behalf of the CRCOG member, Titan Energy's market support team will interface with the utility companies and suppliers to audit bills, ensure correct rate codes, rate values, and sales tax remittance. Titan is able to provide either annual, monthly or quarterly reporting and administrative fee reports to CRCOG. Our team has experience vetting suppliers, their contract terms and conditions and negotiation of customized contracts to meet generation plans and add/delete clauses. This service is standard with our energy procurement process.

In addition, Titan Energy's web-based platform, Titan Energy Intelligence (TEI) is an easy-to-use utility data management system. With 24 months of historical data inputted at implementation, CRCOG can benchmark all pertinent account details clearly displayed in daily, monthly and yearly formats.

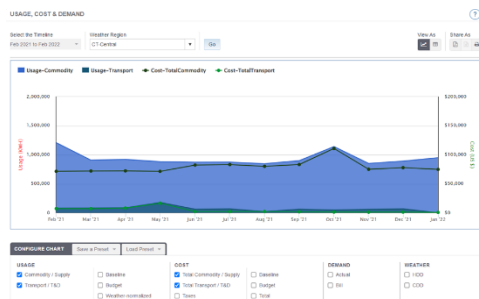
Utility data collection is all in one place and automated, saving hours of man-hours associated with manual data entry. The utility bills have over 40 points of data that are collected each month, allowing the user to drill down to identify outliers, opportunities and problem areas.

The maps, charts and graphs are interactive and downloadable as PDFs and Excel, to use in any monthly reporting Titan Energy will be providing virtually or in person. Many of the reports provided by Titan Energy include (but not limited to) energy unit pricing/consumption over time, contract end dates, total dollar savings (if applicable), audit results, average unit costs, on-site power production and general market information. These reports create time-saving solutions for both finance team members and facility managers when the need arises to forecast future costs and consumption patterns.

Here are some of the examples of monthly utility bill reporting available through Titan Energy Intelligence (TEI) web-based platform.

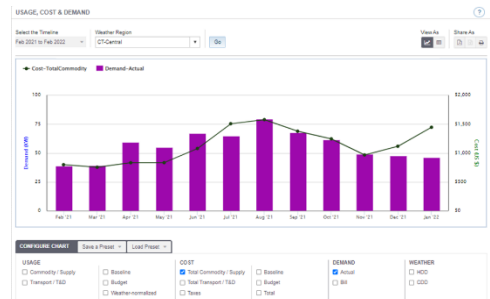
*Supply and distribution (transport) cost breakouts (figure on Left)*

*Demand charge tracking (figure on Right)*



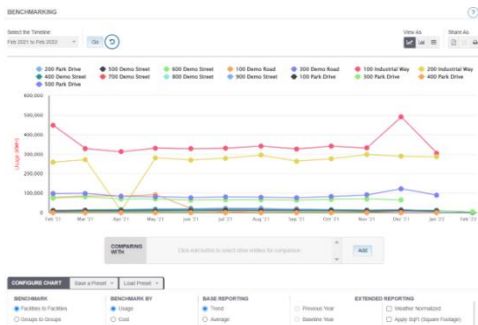
*Benchmarking across facilities (figure on Left)*

*Utility bill tracking, alerts and accounting (figure on Right)*



## C. Energy Procurement

For our clients, Titan Energy offers consultative energy procurement and reverse auction procurement depending on the client's goals, requirements, size and scope of services requested. In this section we will explain the features and benefits of both procurement solutions successfully used by other public sector entities. Titan Energy provides strategic recommendations to select the methodology that best suits the needs of our clients.



LATEST INVOICES

Invoice	Account Name	Contract	Invoice	Total Due	SRM
Client Utility	100 Demco Plaza - EL	10/04/2021	\$854.00	\$854.00	SRM
Client Utility	300 Demco Plz	07/15/2021	\$0.00	\$0.00	SRM
Client Utility	300 Demco Plz	07/15/2021	\$0.00	\$0.00	SRM
Client Utility	300 Demco Plz	07/15/2021	\$0.00	\$0.00	SRM
Client Utility	300 Demco Plz	07/15/2021	\$0.00	\$0.00	SRM
Client Utility	300 Demco Plz	07/15/2021	\$0.00	\$0.00	SRM
Client Utility	300 Demco Plz	07/15/2021	\$0.00	\$0.00	SRM
Client Utility	300 Demco Plz	07/15/2021	\$0.00	\$0.00	SRM
Client Utility	300 Demco Plz	07/15/2021	\$0.00	\$0.00	SRM

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## 1. Consultative Energy Procurement

As organizations increasingly engage in the on-site generation and demand-side management initiatives, it has become vitally important to have a fully integrated consultative energy procurement strategy. As a full-service energy consultancy, Titan Energy's broad expertise allows us to design data-driven, creative energy procurement strategies, custom-tailored to an individual client's needs. By creating competition in the bidding process paired with creative contracting to account for custom needs, Titan Energy has been able to see real verifiable results on energy supply savings. In addition, our team manages the supplier transition so that it is transparent and seamless. As your account manager, we continuously monitor your accounts and provide updates.

### a) Consultative Energy Procurement Process



#### Upfront Evaluation

Our initial assessment begins with a conversation. Titan works to understand each individual client's needs, historical load profiles, and buying decisions while outlining available terms, product offerings, and current market conditions.

#### Bid Planning & Design

By incorporating your organization's goals, risk tolerance, and energy management initiatives, we design a customized RFP and work with you to outline agreed-upon timelines, budgetary objectives, and price targets.

#### Competitive Bidding

By leveraging a large array of energy suppliers, we pass the full benefit of the competitive pricing environment on to you. Titan is a 100% supplier neutral energy consultant that prides itself on transparency, ensuring that all pricing is presented apples to apples and that no-cost component is left unexplained.

#### Financial Benefits & Performance Analysis

Backed by performance data, we guide you through your annual contract and market analysis. Titan Energy's robust energy data management software keeps you up to date on energy spend and trends.

### Ongoing Customer Support

We monitor your accounts for billing discrepancies, arrange recurring check-ins, and provide regular market updates.

## 2. Reverse Auction Energy Procurement

The internet has helped foster the development of a variety of energy procurement tools. With desires to find more savings and become more efficient, e-procurement is now entrenched in the buying and selling process for many organizations. One such tool, borne out of this need, is the reverse auction.

Titan Energy's expertise allows us to design a bid that allows for competition between suppliers to maximize competitions between suppliers. By creating an equal playing field for suppliers, it allows for apples-to-apples comparison and a cost-driven decision-making apparatus. Our team heavily markets the participation of suppliers in their auctions and gives our clients access to watch the results in real-time. In addition, our team manages the supplier transition so that it is transparent and seamless. As your account manager, we continuously monitor your accounts and provide updates.

### a) Reverse Auction Procurement Process



### Upfront Evaluation

Our initial assessment begins with a conversation. Titan works to understand each individual client's needs, historical load profiles, and buying decisions while outlining available terms, product offerings, and current market conditions.

### Publish Procurement Auction

Aggregated accounts are published and promoted to suppliers to encourage high participation in the auction. This involves email alerts, conferences, and public notices. In addition, we are speaking with suppliers to understand contracts terms and products.

### **Competitive Bidding Matrix**

Qualified supplier's bids are placed into a decision matrix for the buyer and shows the real-time comparison of price, contract terms and savings estimates which allows for an apples-to-apples comparison.

### **Supplier Award and Contracting**

The winning supplier is determined with the announcement of the auction results and signing of the contract.

### **Ongoing Customer Support**

We monitor your accounts for billing discrepancies, arrange recurring check-ins, and provide regular market updates.

## **D. Green Energy**

TitanGen, the on-site and off-site generation division of Titan Energy, helps member towns reach their alternative energy goals. TitanGen is one of the premier on-site and off-site generation procurement consultants in New England. TitanGen's value proposition involves matching a customers' end goal - whether immediate cost savings or long-term price protection - with the appropriate product from the best developer.

We understand the desire for clean energy technology is often met with uncertainty surrounding the cost to hire outside expertise. We perform our bid services "at-risk" to Titan, which means Titan is only paid for successful project delivery, and by the chosen developer, not the customer.

TitanGen is truly vendor agnostic, which is important because the field of manufacturers and installers is crowded. Our goal is to assess the site, evaluate a series of vendor proposals and facilitate the development of the project that creates the most value for the customer.

CRCOG members have the opportunity of exploring technologies and services such as:

- Rooftop solar, ground mounted solar and solar carports
- Off-site solar options including community solar, remote crediting
- Battery storage
- Cogeneration optimization services
- REC monetization and trading





*Image: Rooftop solar array on South Windsor Eli Terry School, Municipal RFP run by TitanGen*

TitanGen has extensive experience with Power Purchase Agreement (PPA) negotiation, the Connecticut Non-residential Renewable Energy Solutions (NRES) program, asset ownership, asset development and professional bid services across a spectrum of technologies.

**Here is a listing of Titan's project experience managing municipal solar and battery RFP portfolios by size (DC):**

Columbia, CT	211	Lebanon, CT	250	Southington, CT	500	Watertown, CT	294
Columbia, CT	5500	Lebanon, CT	320	Southington, CT	500	Watertown, CT	178
East Haddam, CT	5000	Lebanon, CT	350	Southington, CT	750	Watertown, CT	173
East Windsor, CT	500	Middlebury, CT	354	Southington, CT	1200	West Haven, CT	350
Hartford, CT	120	Newington, CT	550	South Windsor, CT	500	West Haven, CT	350
Killingly, CT	1000	North Stonington, CT	7000	South Windsor, CT	500	West Haven, CT	750
Killingly, CT	139	North Stonington, CT	4000	South Windsor, CT	217	West Haven, CT	147
Killingly, CT	250	Preston, CT	6500	South Windsor, CT	305	West Haven, CT	345
Killingly, CT	94	Putnam, CT	133	South Windsor, CT	221	West Haven, CT	2400
Killingly, CT	1350	Putnam, CT	704	South Windsor, CT	340	Wethersfield, CT	500
Killingly, CT	350	Putnam, CT	243	South Windsor, CT	137	Windham, CT	200
Killingly, CT	350	Putnam, CT	2500	Southbury, CT	301	Windham, CT	700
Killingly, CT	37	Rocky Hill, CT	325	Sprague, CT	201	Windham, CT	147
Killingly, CT	139	Scotland, CT	251	Sterling, CT	142	Windham, CT	147
Killingly, CT	333	Scotland, CT	56	Watertown, CT	242	Windham, CT	224

1. TitanGen Process for procurement of renewable energy

The process of selecting the best alternative energy solution for your facility can be a daunting task. TitanGen exists to help make the process simple.



#### E. Pilot Program Design and Support

Titan Energy helps many municipalities navigate through national, regional and local petroleum markets to help secure premium heating and vehicle fuels. Titan Energy will be able to create and support a pilot program for CRCOG Members.

We analyze the petroleum market utilizing discussions with refiner and marketers, NYMEX analysis, paper and wet barrel traders, weather forecasts, regulatory impacts, pandemic effects and supply chain issues. The factors that affect the time include regional supply and demand, geopolitical factors impact pricing significantly as the impact of these issues are reflected almost immediately on NYMEX prices of the commodity.

Our process for procurement of CRCOG Member's heating and vehicle fuels would entail reviewing all existing contracts with a focus on terms and conditions, creation of an RFP to send to Titan's pre-qualified suppliers for CRCOG's requirements. Once all proposed sample supply agreements are received, the approved RFP is sent out with a due date. All final responses are reviewed, and Titan leads negotiations to drive to the best price and terms available to the town. The award is secure in a timely manner and the contract is signed with confirmation of all executed hedges.



Key information Titan would need to know includes:

- Facility address programs and rebates
- Size of storage tanks
- Number of tanks at each location
- Above or below ground tanks
- Room for a transport delivery or a tank wagon delivery
- Hours of access
- Delivery history (dates, amounts, type of product by facility)

#### **Example of Experience**

#### Town of Mansfield

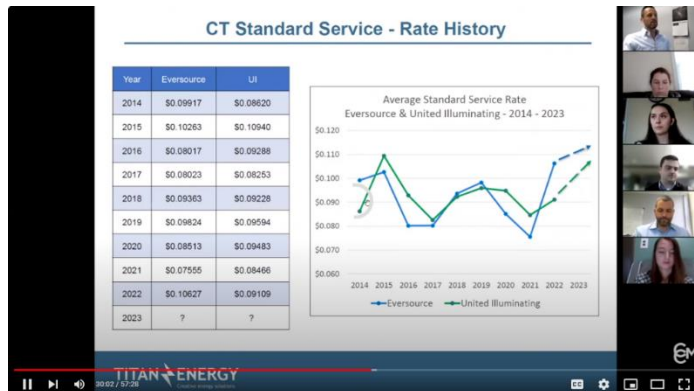
Titan Energy has been managing their heating and vehicle fuels since 2017 ensuring the buying opportunities for market timing and contract review.

- Heating oil usage: 9,000 gallons
- Gasoline: 40,000 gallons
- Diesel: 77,000 gallons
- Propane: 28,000 gallons

## F. Marketing, Outreach and Education

Titan Energy has an in-house marketing team with deep experience positioning, communicating, and advertising energy solutions to Connecticut municipalities. Through the leadership of our Marketing Director, we organize, promote and host quarterly energy market updates either online or in-person at association events. There are digital marketing campaigns and traditional outreach done to participants to encourage participation.

In addition, our market support team encourages suppliers to bid in the process through easy to use websites, email announcements, public bid announcements and hosting workshops on how to access the bid.



Our quarterly energy market updates are well attended and have high engagement with viewers and participants. Here is a snapshot of a energy market update from late 2022.



## G. Program Expansion Opportunities

### 1. Eversource Energy Solutions

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Titan Energy is a full-service energy management consultant that offers comprehensive energy solution including energy savings analyses, energy audits, and energy efficiency upgrades. Titan Energy is an Eversource-approved energy efficiency contract through the Small Business Energy Advantage (SBEA) program and offers on-bill 0% interest financing to participate in small businesses. Titan Energy has successfully completed many Energy Opportunities Program projects through Eversource to help municipalities upgrade their equipment and facilities using valuable incentive dollars.

Titan Energy is a UI and Eversource approved SBEA and EO contractor

Acting as energy consultants for CROCOG, Titan is prepared to:

- Schedule and implement audits of all buildings, which would consist of an initial walk-through, review of building systems and any known issues or concerns
- Evaluate potential lighting and controls upgrades
- Evaluate heating, cooling and ventilation systems and equipment
- Recommend equipment modifications or replacements, as appropriate
- Estimate annual energy savings from recommended improvements
- Deliver an executable plan for implementation concerning any upgrade the facility decides to pursue, including a full review of financing options, grant programs and rebates
- Provide turnkey implementation of selected projects

Here are is a recent example of our municipal energy efficiency consulting work:

Town of Lebanon

- Location: Senior Center
- Utility: Eversource
- Services performed: On-site assessment of needs, installation of retrofit LED lights in common area spaces, securing utility incentives
- Incentive captured: 25% of project cost via Energy Opportunities Program
- Cost savings: \$4,450 (3.2 year payback)
- Demand savings: Summer demand 8.3 kW, Winter demand 5.79 kW
- Energy savings: 22,507 annually, 157,549 lifetime

## 2. Electric Vehicle (EV) charging infrastructure

If CROCOG would like to expand its services to provide electric vehicle (EV) charging Titan Energy is the state's leading electric vehicle charging infrastructure contractor, most recently

helping our municipal clients across the state capture more than four dozen electric vehicle supply equipment grants administered by the Connecticut Department of Energy and Environmental Protection (DEEP).

Announced by Governor Ned Lamont in June 2023, the grants are meant to support the growing number of electric vehicles throughout Connecticut and move the state closer toward meeting its health-based air quality standards, as well as its long-term climate goals.

An example of a CRCOG Member we helped secure funding:

Town of Bloomfield

- Install 1 Dual-Port, DC Fast charger on Outdoor Pedestal
- Award: \$133,456.05
- Awardee's Cost Share: \$71,860.95
- Location: Bloomfield Community Center, 330 Park Avenue, Bloomfield

*Image: Town of Windham, Level 2 dual port chargers installed by Titan Energy*



### III. Relevant Experience

#### A. Introduction

## TITAN ENERGY PROJECTS VW SETTLEMENT

Out of 54 projects across Connecticut Titan Energy was awarded

**80%** of all projects located in environmental justice communities.

CT DEEP Awards:

Town of Bloomfield

Town of Columbia

Town of Coventry

Town of Guilford

Town of Mansfield

Town of Pomfret

Town of Weston

Town of Madison

Town of Deep River

Founded in 2001 at the start of energy deregulation, Titan Energy is a pioneering full-service energy consultancy group whose mission is to help clients navigate the best energy solutions for their needs. Titan Energy offers a variety of comprehensive services, including commodity procurement, renewable energy solutions and innovative energy efficiency solutions. Titan Energy is a national team of energy experts with mastery of all competitive markets throughout the United States and helps navigate complex energy markets with energy management strategies to control and reduce energy costs.

Titan Energy is one of the premier energy procurement consultants in the United States. Titan Energy's value proposition involves matching a customer's end goal - whether immediate cost savings or long-term price protection - with the appropriate product from the best supplier. We specialize in tailoring solutions to meet the unique needs of public agencies, including robust consultative energy procurement and reverse auction platforms.

## B. Experience and Credentials

- Company years of experience: 23 years
- Key personnel years of experience: 17 years
- Fully registered and licensed with the State of Connecticut: Aggregation registration #07-02-24
- Currently managing almost 50% of all municipal energy contracts in Connecticut
- A+ Better Business Bureau rated
- Professional associations include The Association of Energy Professionals (TEPA)
- Includes market support team members with an industry credential of Certified Energy Procurement Professional (CEP) awarded from the Association of Energy Engineers (AEE)

## C. Case Studies of Experience

### Case Study 1

#### Connecticut Conference of Municipalities (CCM)

- Location: Connecticut, state-wide
  - Utility: Eversource, United Illuminating
  - Annual Energy Spend: \$44 million
  - Annual Energy Usage: 540 million kWh of electricity
  - Years of services: 6 years
- 
- Saving over \$23 Million in energy costs since 2018
  - Current participation is 48% of CCM towns active in the Energy Program, but through concentrated marketing and communication efforts, membership is growing.
  - In 2023 alone, our CCM municipal clients saved roughly 54% from utility standard service offerings.

#### Services performed:

Electricity Procurement, Utility Data Management, Demand Response, Renewable Energy Procurement and Electric Vehicle Charging

**Challenge:**

Many Connecticut school districts and municipalities struggle year after year to contain energy costs under stringent operational budgets and rely on internal staff to navigate, negotiate and secure customized energy contracts. CCM members also voiced interest to implement demand response programs, access utility data, navigate renewable energy procurement and install electric vehicle (EV) charging stations.

**Approach and Solution:**

In 2018, Connecticut Conference of Municipalities (CCM) issued a highly competitive RFP for the CCM Energy Purchasing program and selected Titan Energy based on its experience, expertise and strong reputation. Since then, Titan Energy has successfully managed over \$44 Million in energy contracts, consisting of over 540 Million kWh saving over \$18 Million for Connecticut municipalities and their school districts. This CCM program continues to grow under Titan Energy's management, through hosting webinars, providing educational communications and sponsoring annual conferences and workshops. In 2022, CCM and Titan Energy expanded their partnership to include renewable energy procurement and electric vehicle (EV) charging station services. Titan's turn-key approach is hardware agnostic and aims to maximize value for members. It is important for school districts and municipalities to incorporate renewable energy procurement and EV charging installations into their overall energy procurement strategy.

**Results:**

Find out more: [www.ccm-ct.org/Services/Energy-Programs](http://www.ccm-ct.org/Services/Energy-Programs)

**Case Study 2****South Shore Educational Collaborative (SSEC) Aggregation**

- Location: Massachusetts counties of Barnstable, Plymouth, Bristol and South Shore
- Utility: NSTAR, National Grid, Eversource
- Annual Energy Spend: \$11.2 Million
- Annual Energy Usage: 2.1 million kWh of electricity
- Years of service: 10 years

**Services performed:**

Electricity Natural Gas Aggregation

**Challenge:**

SSEC developed an electricity and natural gas aggregation for their K-12 schools to proactively manage energy costs to ensure long-term sustainability of their community schools. The goal of the program is to have one consultant that can manage energy procurement and renewable energy projects. This aligns with their mission to provide high quality educational resources and professional support while responsibly managing resources.

**Approach and Solution:**

In 2016, after working with various schools since 2014, Titan Energy was selected as the energy procurement consultant to aggregate the energy contracts of the SSEC members. Since then, Titan Energy has managed the staggered contracts to eventually develop a bid with a large volume of usage. Titan negotiates the contracts and promotes the program to members and administrators. This has resulted in budgetary certainty and protect the schools from volatile New England market conditions



### Case study 3

#### Ohio Mid-Eastern Regional Educational Service Agency (OME-RESA) Aggregation

- Location: Eastern Ohio
- Utility: AEP
- Annual Energy Spend: \$15.2 Million
- Years of service: 11 years

#### Services performed:

Electricity Natural Gas Aggregation and Renewable Energy Procurement

#### Challenge:

OME-RESA serves over 50 school districts and related agencies in Eastern Ohio and offers a aggregation program for electricity and natural gas. The region experiences fluctuating utility rates that are heavily impacted by the cost for aging generation infrastructure, and weather patterns. Additionally, the Ohio regulatory frameworks and supplier availability requires careful consideration.

#### Approach and Solution:

In 2013 Titan Energy was selected as the energy procurement consultant to aggregate the energy contracts of the OME-RESA members. Since then, Titan Energy has managed the staggered contracts to eventually develop a bid with a large volume of usage. Titan negotiates the contracts and promotes the program to members and administrators. In early 2024, Titan Energy and OME-RESA expanded this program to include a municipal solar RFP for select school districts.

### Case Study 4

#### Town of East Windsor

- Location: Connecticut
- Utility: Eversource
- Annual Energy Spend: \$420,000

- Annual Energy Usage: 2.1 million kWh of electricity
- Years of service: 3 years
- Savings of over \$331,258 so far
- Utility rate savings of 43.5% in Q1 and Q2 2024

**Services performed:**

Electricity Procurement

**Challenge:**

The Town of East Windsor found it difficult to keep up with energy market trends and utility rate increase announcements and was looking for guidance. In March 2022, the market was recovering from pandemic lows but was beginning to experience the severe volatility in the natural gas market following Russia's invasion of Ukraine and United State LNG markets competing with EU markets.

**Approach and Solution:**

With their participation in the CCM Energy Program, Titan Energy offered market updates and insight into potential buying opportunities. After a thorough analysis and aggregation of 50 municipal accounts, Titan Energy's municipal team developed a competitive bid process in March 2022 and locked in a rate that was below the market average and fixed for 45 months. This contract protected the Town from exposure to Eversource's record rate increases and continues to serve them well into a market in 2024 that has settled and leveled out.

## Case Study 5

**City of West Haven**

- Customer Name: City of West Haven
- Location: West Haven, CT
- Utility: United Illuminating
- Years of service: 18 years
- Total kW of Solar: 1,970kW DC
- Lifetime Savings (under ZREC): \$2.95 Million
- Lifetime Savings (under NRES): \$815,000
- Total Savings: \$3.77 Million
- Covers 80-85% of energy costs at each location

**Services performed:**

Electricity Procurement and Renewable Energy Procurement

**Challenge:**

Before working with TitanGen, the client had a difficult time gathering and comparing proposals to help decide how to approach installing solar for their city. Their team was initially optimistic about cutting energy costs and supporting renewable energy, but leadership lacked the confidence to move forward with any particular vendor and didn't feel they understood the way solar would integrate into their energy budget. After weeks of failed effort and a lingering desire to see the process become a success, the

company partnered TitanGen to act as their guide through the State of Connecticut's Zero Emission Energy Credit (ZREC) program and eliminate the perceived risks of entering into a solar agreement.

**Approach and Solution:**

TitanGen evaluated the school's utility bills, helped establish a solid baseline understanding of the ZREC program, issued a custom Request For Proposals on the customer's behalf and conducted a thorough set of negotiations with solar developers. Leveraging the power of market competition and a trusted group of reputable solar providers, Titan delivered a proposal with savings far beyond the best efforts produced by the client acting alone. In fact, Titan's bid process produced 970kW DC of rooftop solar across 3 West Haven schools with contract savings of approximately \$118,000 in year one and \$2,950,000 over the lifetime of the systems.

Titan continues to represent the client through Connecticut's new incentive program called the Non-Residential Energy Solutions (NRES) Program and has submitted a 500kW DC solar carport project set to cover 80% of energy costs and provide savings to the City.

Find out more: <https://www.nhregister.com/news/article/Solar-energy-will-save-1-million-over-25-years-14569539.php>

## D. Benefits of collaborating with Titan Energy

### Cost savings



In 2023 alone, our municipal clients saved 54% from utility standard service offerings. When a CRCOG Member participates in competitive energy procurement with Titan Energy, Titan Energy can have energy suppliers compete for the facility's energy supply. A competitive environment allows Titan Energy to negotiate better energy prices and terms with energy suppliers, resulting in lower energy costs than the CRCOG Member may be able to secure on their own.

### Increased market knowledge

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During the procurement process and ongoing contract performance, the CRCOG will have access to up-to-date information on energy markets including trends, projections, prices, and incentives. This knowledge will help CRCOG leadership make informed decisions about their energy usage and reduce overall costs.



#### Reduced administrative burden

Acting as adjunct staff to CRCOG Member's administrators, Titan Energy manages many of the tasks associated with energy procurement including negotiation contracts, communicating with the utility and suppliers, managing customer service issues and watching the market for buying opportunities. This can save administrators and town officials time and resources, which can be redirected to other business priorities.



#### Marketing expertise

To encourage participation of suppliers and members, Titan Energy hosts a quarterly series of energy market update webinars, in-person workshops, market research, email alerts and newsletters, our clients experience best in class communication from our industry experts.



#### Risk management

To encourage budgetary certainty, Titan Energy typically helps municipal members lock into fixed-rate contracts that are customized for the user's demand profile. By locking in prices, they can hedge against future price increases.

### E. Checklist - Qualifications of Experience



All required licensures, registrations and certifications to do business in the State of Connecticut.



Experience furnishing long term market analyses, competitively procure natural gas, electricity and fuels and provide energy price risk management services.



Key personnel assigned to the CRCOG contract must have more than 10 years' experience working in energy markets.





Experience evaluating the financial viability and reliability of energy suppliers.



Verifiable experience consulting on projects of similar size and scope and for other public entities.