



"To convince our businesses and residents that they can save money while reducing their carbon footprint, Kennett Township must lead by example. PAVA and TPI have helped us achieve this well beyond our expectations."

Michael Guttman, Director, Sustainable Development

Industry: Municipality
Location: Kennett Township, PA
Use Case: Energy E-Sourcing

The Results

- 9.8% drop in electricity rates
- Switch to 100% renewables from all non-renewables
- No staff overhead – process completely outsourced
- 100% of available suppliers sourced with a custom quote based on the Kennett's unique requirements
- Certificate received with auditable reduction in impact of 429,121 lbs of CO2 GHG avoided annually
- Contract flexibility with a futures option leverage falling market rates
- Best practices award

By e-sourcing its electricity from PAVA and TPI, Kennett Township switched to 100% renewables while reducing its rates almost 10%. This new strategy earned Kennett a best practices award from AEP Energy.

The Challenge

For years, Kennett Township had contracted its energy at an uncompetitive rate with no renewables sourcing. That's largely because it assumed that navigating the complex deregulated energy market would simply consume scarce administrative resources.

Kennett Township Saves 9.8% with Energy E-Sourcing

Using e-sourcing from PAVA Group and TPI, Kennett was immediately able to price the entire market of electricity suppliers without having to interact with vendors directly. Their unique requirements - including 100% renewables, combining all facilities into a single contract, supplier consolidation, and market price discovery - were all managed with one unified strategy based on best practices. All paperwork was quickly completed online, and a custom proposal was released to the entire national market. The net result was a 9.8% rate reduction with 100% renewables, significantly reducing Kennett's carbon footprint. Kennett now simply keeps TPI informed of any future needs while a full time account manager at TPI is continuously monitoring the platform's recommendations based on Kennett's current requirements.

The Bottom Line

Energy E-Sourcing from PAVA and TPI has enabled Kennett to radically simplify and improve the way it procures electricity without otherwise impacting its operations. Meanwhile Kennett has accelerated the achievement of its sustainability goals to measurably reduce its carbon footprint, all while saving almost 10% of its electricity costs.

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