

Proposal for partnership between Ohio Provider Resource Association (OPRA)& TPI Efficiency

October 30,2018



Sales, Support and Escalation Team

- ▶ Angelo Faggionato, Lead Fiscal Management Consultant – Main contact, sales & support
- ▶ Corey Padrutt/Matthew Malaney, Market Manager (Northeast Ohio)
- ▶ Angelo Faggionato, Market Manager (Southern Ohio)
- ▶ Chris West, Regional Vice President(Ohio)
- ▶ Dan Ross, Director of Marketing & Associations
- ▶ Dele Adedapo– Client Account Management (Ohio)
- ▶ Rich Stokey- Energy Efficiency Projects
- ▶ Karl Shaw, TPI COO
- ▶ Roger Zona, CEO



Partnership Goals

- Reduce Member Operating Expenses 10–15% in:
 - Electricity
 - Natural Gas
 - LED Lighting Upgrades
 - Waste Removal
 - Telecom
 - Merchant Card Services
- Added Retention of OPRA Members
- New Ohio Provider Resource Association Member Acquisition
- Additional Revenue Generation for Ohio Provider Resource Association



TPI Efficiency Engagement & Results

- ▶ Hattie Larlham Care Group has achieved savings across all of our major service offerings
- ▶ Over \$277,350 annual savings for Group
- ▶ Electric (2012-2018): \$124,000 in savings
- ▶ Natural Gas (2014-2018): \$36,000
- ▶ Telecom (2012-2018): \$96,000
- ▶ Led: Reduced total consumption 427,000 kwh annually \$21,350 in annual savings

- ▶ What would this mean for OPRA in additional funding resources?
 - This would make OPRA \$16,085.60 a year in additional revenue



Ohio Provider Resource Association Member Benefits

- ▶ Free Energy, Telecom, Waste Removal, Merchant Card Services and Lighting Audit for all existing and new members.
 - Savings for members will typically exceed their Ohio Provider Resource Association membership fee.
 - Access to over 150 suppliers for the best pricing available on the market
 - Accounts continuously monitored by our proprietary CRM which manages all TPI clients and suppliers for new opportunities to reduce operating costs
- ▶ A proactive, hands-on client account management team dedicated to ensuring Ohio Grocers Association member clients are (1) kept informed of market and regulatory changes to achieve the greatest possible savings and (2) ensure members do not fall out of agreement and incur extra charges.



Ohio Provider Resource Association Commitments

- ▶ TPI Efficiency will become the official “Energy & Operational Efficiency Consultant” for Ohio Provider Resource Association
- ▶ Inclusion of TPI logo and link on the Member Discount Program
- ▶ Ohio Provider Resource Association will reach out to specified members with personal emails and phone calls on behalf of TPI

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