

April 6, 2009

Finding Money Made Simple

Tuscarawas County, Ohio recovered and saved nearly \$40,000. Solano County, Calif. ended up with \$169,000 in refunds and first-year savings. Dallas County, Texas saved nearly \$100,000 in telephone costs.

More than 50 counties — large and small, urban and rural — have saved more than \$2 million by simply reviewing their energy and telecom bills.

These counties used NACO's contingency fee-based program to analyze energy and telecom billing. The program, provided by Cost Control Associates, Inc. (CCA), requires no up-front costs to review and analyze cellular, local and long distance phone bills, and electric and gas bills. There is absolutely no risk for a county to use the program either; fees for services are not collected unless savings or refunds are found.

Dallas County, a large urban county, published an RFP to develop a national contract for these services that could help it and other counties throughout the country reduce energy and telecom costs. After the national award was made, CCA reviewed Dallas County's telecom costs and provided the county with \$98,758 in refunds and first-year cost savings.

"Dallas County decided to begin using the Cost Recovery and Reduction Program by analyzing our telecom services first. The almost \$100,000 in refunds and savings that Cost Control Associates obtained for us has made a difference in a tight budget year for the county," said Chris Thompson, director of communications and central services. The county was so pleased with the telecom results that it expects to perform a review of its energy bills.

Because Dallas County bid for the services on behalf of all state and local governments, many other counties have been able to piggyback onto the award and begin using the

services without bidding the services themselves.

Rural Tuscarawas County discovered \$39,385 in refunds and first-year cost savings after a thorough review of energy and telecom costs. "We were very pleased with our Energy and Telecom Cost Recovery and Reduction Review," said Crystal DiGenova, supervisor of maintenance, buildings and grounds. "CCA's efforts reduced county telecommunication costs by almost \$40,000."

Solano County, a mid-sized suburban county, established two goals when reviewing its energy and telecom costs: identify and obtain all refunds, and help put in place any cost-saving measures that might be available through rate and other reductions.

"The county is constantly looking for innovative ways to improve our day-to-day processes, enhance customer service and lower the cost of doing business," said Solano County Administrator Michael Johnson. "This public-private partnership has given us more than \$169,000 in refunds and annual savings — all without any up-front risk."

CCA has experience in reviewing bills with nearly all major telecom and utility providers. Through its relationship with NACO and the Dallas County national award, CCA offers these services to all state and local governments at a discount from their normal fee structure.

To learn more about the telecom and energy analysis program, contact Jim Sawyer with NACO's Financial Services Center at 202/661-8868 or by e-mail at jsawyer@naco.org.

(Financial Services News was written by Jim Sawyer, Director, NACO Financial Services Corp. NACO FSC intern Stephanie Raphael contributed to this article.)



Your Energy & Telecom Experts

