



MD ENERGY ADVISORS

Normandy Real Estate Partners

Energy Problem

Normandy Real Estate Partners is a leading real estate investment management firm focused on office and mixed-use properties throughout the Northeast and Mid-Atlantic regions. Normandy's expansive portfolio of nearly 40 properties relied on a complex tenant energy billing process that was done by hand every month causing invoice delays and tenant complaints. They needed a way to automate the energy billing process.

Our Solution

MD Energy Advisors, already an energy procurement provider, partnered with commercial real estate software company Aquicore to deliver reliable meter readings in a fraction of the time. Normandy now has access to real-time data resulting in accurate billing, improved tenant satisfaction and a significant reduction in paperwork. The deeper visibility into energy use also allowed Normandy to identify annual energy savings of up to \$0.44 per square foot.

"We were in a position where we knew the process wasn't working and we weren't able to fix it on our own. Being able to turn to MD Energy Advisors to help find a solution for our tenant energy billing problem has significantly changed the way we do business for the better."



Steve Smith

PRINCIPAL

NORMANDY

MD Energy Advisors makes energy choices simple.

For more information, visit www.mdenergyadvisors.com.

To talk to an energy advisor, call us at **888.826.1316**.