ePro+ Energy Management Comprehensive Solutions
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Northeast Ohio Quick Service Restaurant (QSR) Chain Achieves Energy Cost Relief for 16 Locations

ePro+ tames volatile energy markets for DV & GR Enterprises by creating long-term cost containment strategy and solutions

Details

DV & GR Enterprises is a fast-growing Quick Service Restaurant (QSR) chain established throughout Northeast Ohio. With six new locations opened in 2023 alone to grow its Wingstop and Tropical Smoothie Café landscape, the company is continually looking for ways to invest in infrastructure, while containing costs.

Yet, due to each location individually paying utility bills and not using supplier agreements, the overall utility budget became chaotic and costly. While food and labor are the biggest cost concerns for QSRs, as DV & GR Enterprises added more locations, it became apparent the scale-up should focus on utilities as an equally important concern. In this fast-growing environment, management realized they did not have the personnel or experience to complete a comprehensive review of energy costs. To find answers, DV & GR leadership turned to the trusted advisors at **ePro+** to help them tame the chaos.

Summary

- DV & GR Enterprises was referred to **ePro+** to help manage energy costs for their various QSR locations spread across multiple utilities. Upon initial review, the **ePro+** team determined that multiple actions were needed to correct immediate issues.
- The **ePro+** team provided insights to avoid rising supply costs from the utilities, including advising on various accounts that were on “holdover” with suppliers who were charging egregious rates; other accounts were receiving supply directly from the utility with prices that were set to double soon.
- **ePro+** executed a strategy to provide immediate financial relief and establish a hedging strategy to ensure budget certainty and avoid rising utility rates.

Needs & Challenges

DV & GR Enterprises needed to secure competitive rates for both natural gas and electric utilities, as well as enlist a trusted partner to help manage a fluctuating energy market across multiple utilities. It was clear that its QSR locations would benefit from an **ePro+** partnership to develop updated retail agreements to secure the lowest possible costs in a volatile marketplace.

The key opportunity for DV & GR was to correct immediate pricing issues while building an actively managed hedging strategy to deliver budget certainty and protect against future price increases. With **ePro+** guidance, DV & GR could take advantage of an energy hedging cycle for future buying opportunities in the market by purchasing portions of energy over time, allowing them to buy when prices are lower.

With comprehensive, ongoing guidance, **ePro+** was able to deliver immediate actionable savings for DV & GR’s QSR locations, as well as utilize corresponding supplier agreements to ensure effective future management and leverage buying power across multiple locations to ensure the lowest possible costs.

The ePro+ Comprehensive Quadrant Advantage

RETAIL SUPPLY
A no-cost electricity and natural gas supply, delivery, tax, and tariff assessment

EFFICIENCY
We determine low or no-cost measures to decrease energy use immediately

ENHANCE
Explore other energy programs to lower energy costs and mitigate risk

IMPLEMENT
The **ePro+** team actively monitors and implements ongoing energy strategies

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The Solution

The SpyGlass **ePro+** energy management service team, led by industry veterans, tapped into an assembled network of vetted energy suppliers and released a Request for Proposal (RFP) to all major retail energy suppliers. This approach ensured key points and pricing options were delivered promptly to DV & GR Enterprises.

ePro+ began making a difference for the QSR locations on day one, assembling all data, plotting current contractual and rate details, testing the market, and designing a long-term plan. In addition, due to DV & GR Enterprise's growing portfolio of QSR locations, **ePro+** has assisted with onboarding new locations to ensure these sites are hedged effectively and actively managed for short- and long-term success.

"[The ePro+ team] are professionals, so [energy costs] are one less thing to worry about. They keep our interest at front and center, and that's what we like… Whether you are small or big, and especially if you are growing, I think the sooner you take benefit of it, the better it is that you have these advocates taking care of your energy costs"

- Gaurav Aggarwal,
Managing Partner, DV & GR Enterprises

The Outcome

By taking the **ePro+** approach, DV & GR Enterprises benefits from:

- Effective hedging and energy management strategies to ensure its QSR sites are protected against rising utility costs and ineffective existing "holdover" suppliers.
- Ongoing effective energy management strategies over time through a comprehensive partnership for years to come.

The ePro+ Process

With an assembled network of vetted energy suppliers, contractors, installers, and analysts led by industry veterans, the SpyGlass **ePro+** energy management service makes a difference on day one.

Ready to reduce energy costs and optimize for the future? Talk with an **ePro+** Management Service expert today.