



Large Telecom and Data Center Operation

This customer was provided a simple power purchase offer from the utility that included hidden risks. STEP evaluated the utility's offer as well as several other offers and deal structures, and presented these to the customer, including the risks and other impacts of each offer. Working closely with the customer, STEP recently completed the transaction, which resulted in more than \$2 million in savings. As a result, STEP is now developing an integrated energy plan for the customer, which will identify a sustainable means to keep driving value to the customer's bottom line, in both regulated and deregulated markets.

STEP Resources provides a variety of services to this data center company, including our most recent project of developing a strategic plan to identify the location of the next data center. STEP's development of a strategic plan for the site selection resulted in a city's "Real Estate Transaction of The Year." As part of this transaction, STEP was successful in negotiating a reduction in tax that is worth up to \$300,000 per year for ten years.