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## Press Release

### FOR IMMEDIATE RELEASE

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### Utility Invoice Audits Now Available for APS Hospitals

Overland Park, KS (Feb. 4, 2019) – Members of APS, the region’s leading healthcare group purchasing organization (GPO), can potentially realize significant, ongoing savings in their annual energy spend, thanks to a new APS partnership announced today.

Leawood, KS-based Managed Energy Systems (MES), is offering APS organizations comprehensive utility invoice audit services to ensure hospitals and other facilities don’t overpay for electricity, natural gas, water and wastewater.

MES services include:

- Detailed analysis of all utility bills for accuracy of charges
- Review of all related rate schedules and tariffs
- Review of all electricity and natural gas agreements
- Research and review of relevant local, state and federal regulations
- Identification of any applicable rebates and incentives

#### No-risk opportunity

Dennis George, chief executive officer of APS, said the audit services are being offered to members through a no-cost, gain-sharing arrangement, with MES receiving remuneration only if savings are identified.

“Healthcare organizations have a lot on their plates these days, so it can be easy to miss savings that are hidden in plain sight,” George said. “MES utility audits flag billing errors and other problems that may be causing unnecessary expenditures, month-after-month and year-after-year. This is truly a no-risk opportunity for APS members and one that can have an immediate impact on your bottom line.”

## **Cumulative savings**

Vlad Kaufman, president of MES, said large commercial utility users like hospitals often overpay for energy costs due to outdated or inappropriate tariffs, unnecessary line-item charges and the complexities surrounding diverse, multi-site operations. Additionally, opportunities to capitalize on rebates and other incentives offered by government entities or even the utilities themselves frequently are overlooked, he said.

“A lot of healthcare organizations today are focused on reducing energy costs through equipment and technology improvements,” Kaufman said. “But far fewer are aware of the potential savings available through careful analysis of their existing energy spend. At MES, we’ve developed the expertise to ensure you don’t spend a nickel more for utilities than is necessary. And even single-digit percentage reductions in utility costs can add up quickly over time.”

## **Your energy advocate**

As part of their comprehensive audit services, Kaufman said, MES will communicate directly with utilities to address any billing problems or issues and also negotiate on the client’s behalf to ensure optimal tariffs and rates. If rebates or other incentives are applicable, MES will complete the necessary engineering calculations and paperwork and monitor the submission process through fruition.

MES can also provide consulting for new facility construction to help healthcare organizations take advantage of the most efficient design and equipment solutions. MES has provided a full spectrum of energy management solutions to more than 400 companies across a wide range of industries over the past seven years.

“We look forward to working with hospitals, extended care facilities and other providers in Missouri and Kansas to help them improve their bottom lines by dialing down utility expenses,” Kaufman said.

## **About APS**

*Jointly owned by the Kansas Hospital Association (KHA) and the Missouri Hospital Association (MHA), APS is a member-focused healthcare services company that works to increase contracting efficiency and reduce overhead costs for more than 300 healthcare organizations in Kansas and Missouri by coordinating the research and development of product and services contracts. Based on the purchasing power of our members, our experienced team negotiates agreements with local and regional vendors, then passes along superior pricing, terms and conditions.*