

Power Cost Diagnostic

\$25,000 | 3–4 weeks

THE SITUATION

Large-load customers in regulated utility territories often have limited visibility into the true drivers of their electricity cost. Tariff structures are complex, wholesale market exposure is embedded in ways that are not obvious from a bill, and procurement pathways that could reduce cost or risk are rarely surfaced proactively by the utility. Most customers are managing cost reactively rather than strategically.

WHAT YOU GET

The Diagnostic delivers a structured assessment of how you are currently paying for power, where the embedded risk sits, and which opportunities are worth pursuing — before committing to a full strategy engagement.

- **Tariff and rate structure analysis**

Map your current tariff class, demand charge structure, TOU windows, and applicable riders. Identify whether you are on the optimal rate class for your load shape and flag any near-term renegotiation windows.

- **Wholesale market exposure assessment**

Quantify how much wholesale market volatility is embedded in your retail rate. Identify pass-through mechanisms, capacity charge exposure, and transmission cost components that can be actively managed.

- **Opportunity ranking memo**

A prioritized shortlist of the 3–5 most actionable paths — tariff optimization, demand response program participation, financial hedging, or generation-backed supply — sized by estimated annual value and implementation complexity.

- **60-minute findings call**

A structured debrief with your finance and operations leads covering results, recommended next steps, and what a full procurement strategy engagement would involve.

ENGAGEMENT DETAILS

Client provides	12 months of utility bills and interval load data
Engagement duration	3–4 weeks
Your time commitment	Approximately 40–50 hours
Decision risk for client	Low — one project, no strategy commitment required
Implied advisory rate	\$500–625 per hour
Fee	\$25,000

WHERE THIS LEADS

Full procurement strategy and implementation support

Take the prioritized opportunities from the Diagnostic and develop a detailed procurement roadmap — tariff negotiation support, financial hedge structuring, bilateral contracting strategy, and a multi-year phased implementation plan aligned to your load growth and budget cycle.

Typical follow-on fee: \$45,000–\$70,000. Diagnostic fee is credited toward the full engagement.
