



# Sunlight Energy Group

There's power in a great plan.

## CASE STUDY

### Background

This case study is of a client located in Western Maryland. They are a large defense manufacturer that provides laser-cutting, precision machining, fabricating, and finishing services.

### Challenge

Before Sunlight Energy Group started working with the client, they had been unscrupulously locked into a disadvantageous energy contract. The rate was about 3¢/kwh higher than the market rate, resulting in overcharges of nearly \$50k a year.

### Solution

Sunlight Energy Group successfully helped resolve the issue without penalties, saving the company nearly \$150,000 over the life of the contract. Additionally, the client successfully implemented a behavioral usage reduction program that we created, which resulted in additional savings of \$60k per year.

*"I'm very happy that the outcome was solved in our favor and resulted in us saving roughly \$150,000 had the problem not been resolved."*

**Company President**

### Fast Facts



**Location:**  
Maryland



**Industry:**  
• Manufacturing  
• Industrial Machinery & Equipment



**Services:**  
• Machining • Fabricating  
• Laser Cutting • Inspection  
• Assembly • Shipping  
• Finishing



**Measures of Success:**  
• Energy Contract Savings  
• Energy Using Savings



**Results:**  
• \$150k in savings over the life of the contract  
• Additional \$60k in annual savings due to energy usage reduction



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