

CROSSROADS



Partnership: Utility Cost Recovery

January 2021

How We Get Refunds

- Organizations are overbilled *every year* for the following utilities: **Telecommunications***, **Electricity & Gas**, **Water & Sewage**
- We have a team of the best forensic auditors in the country with the most amount of experience in the industry (35 years) & a propriety software to catch overbilling
- **Approximately 9 out 10 organizations (87%)** will receive a refund of approximately **3%-11%** of the total annual utility bills for the last 4+ years of review.

Partnership Overview

- 1 MAKE INTRODUCTION** - Introduce Eco-Enterprise to any large business and non-profits
- 2 GET A REFUND** - Our team of forensic auditors go through past utility bills finding overcharges. Utility bills will send checks or provide reimbursements. Eco-Enterprise receives a client contingency fee for successfully getting a refund.
- 3 RECEIVE REFERRAL FEE** - You receive a % of the client contingency fee

For example, you introduced us to a manufacturer, hospital, school, or commercial retail space. Eco-Enterprise saved them \$1,000,000 through a refund. You will receive a referral fee of \$11,250.

Ideal Person in Your Network

- Any business or non-profit with either a large space or has at least one utility bill of \$3,000/month (**Phone, Wireless, Internet, Gas, Electric, Water (NY), Sewage (NY)**)
- Retail Business
- School (Elementary, Middle School, High School, College)
- Hospital
- Manufacturer, Warehouses, Distribution Centers, etc....



Commercial Retail Business



School



Hospital



Manufacturer/Distribution

Example Small School- NY



Visit www.psegliny.com



MESSAGE CENTER

No payment is required. The credit balance will be applied to your next bill.

We're working harder than ever to provide energy for a growing Long Island and customers like you are helping us improve our performance. Thank you. Your credit rating is tops with us!

Payments are accepted at our Customer Service Centers and authorized locations. Closest center: 250 Willis Av, Roslyn Heights. Hours: 8:30 a.m. to 5:00 p.m., weekdays (excluding holidays). See stub for more options.

Credit Balance

\$ -35,312.73

No Payment Due

Customer ID: 0641-0000-12-7 | Account #: 5169000101

Service To: P... i University

1

Service From Jan 24, 2011

Previous balance

\$ -88,722.66

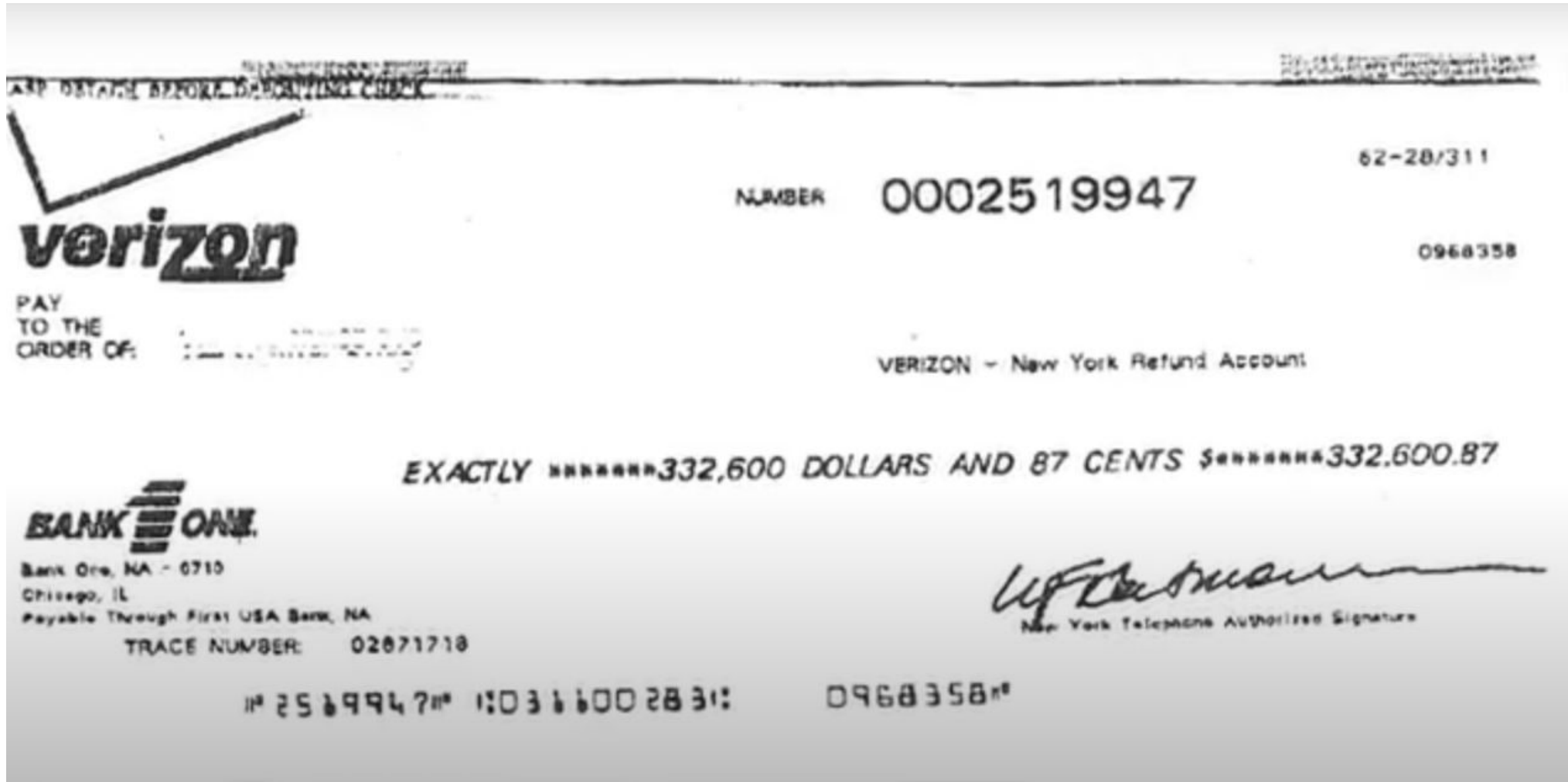
New charges

53,409.93

Credit Balance

\$ -35,312.73

Telecom Example



Example State Refund

07678295
OCTOBER 03, 2019

State of New York
COMPTROLLER STATE OF NEW YORK
REFUND ACCOUNT

Check No. 2617. 2
29-55
213
P
KNOW YOUR ENDORSER.

\$62,230.77

\$62,230.77

Pay
Ord

HEALTH SERVICES

TAX01 E0098644

KeyBank N.A.

Thomas P. DiNapoli
Thomas P. DiNapoli
State Comptroller

⑈ 261 5211 ⑆021 15561⑆ 3209⑆ 3266⑈

Hypothetical Example 1 : Commercial Retail Space

- Company: ABC Business Property Inc in New Jersey
- Utility bills under review: electricity, gas, telecommunications
- Total monthly utilities: \$33,000/month
- Total yearly utilities: \$396,000/year
- Under forensic review: \$1,980,000 (i.e. \$396,000 x 5 years)
- Money refunded or saved: \$217,800 (i.e. 11% x \$1,989,000)
- Business Property Inc keeps 50% of the total refund: **\$108,900**
- Service provider keeps 50%, contingency "Client fee"

Referral:

- Crossroads member receives 2.25% of Client Fee: **\$2,450**

Hypothetical Example 2: Hospital

- Company: XYZ Regional Hospital in New York
- Utility bills under review: electricity, gas, telecommunications, water, sewage
- Total monthly utilities: \$107,500/month
- Total yearly utilities: \$1,290,000/year
- Total under forensic review: \$6,450,000 (i.e. \$1,290,000 x 5 years)
- Money refunded or saved: \$709,500 (i.e. 11% x \$6,450,000)
- XYZ Regional Hospital keeps 50% of the total refund: **\$354,750**
- Eco-Enterprise keeps 50%, contingency "Client fee"

Referral:

- Crossroads member receives 2.25% of Client Fee: **\$7,982**

Who, Specifically?

Key Decision Makers

- CEO, CFO, CRO, COO, CTO
- President, Principal, Partner
- VP Finance, VP Operations
- Business Owners and Leaders
- Building Facility Managers
- Business, Nonprofit, Government

Resources on Crossroads Go

Business/Non-Profit Brochure
***Optional: School Brochure**



**Customizable Email/
Text/Phone Templates**

Subject: Utility Bills for (INSERT COMPANY NAME)

Hi (Name),

I hope you are well. I just wanted to introduce you to Eco-Enterprise (Ee), a consulting firm helping save organization's money and drive sustainability.

In summary, they have the best forensic auditors in the country that will help you get a refund from overcharges on your gas, electric, phone, and internet bills. They have an 87% success rate of getting you a refund, one of the highest in the industry. If they get you a refund, you split it. If there is no refund, you owe nothing.

Can you please let me know if you are interested in learning more?

Sincerely,

(Name)

Sample Refund



Frequently Asked Questions

How long does it take to perform a *utility cost recovery*?

- Refunds can take approximately 6 months to process
- Refunds can take approximately 3 months to process if client provides direct online access (i.e.: username/password credentials to utility accounts versus copies of bills) through our securely-encrypted "*New Client Application*" form on Eco-Enterprise.com
- Referral fees paid approximately 1-month after refund is received

Frequently Asked Questions

How often can a business perform a utility cost recovery?

- Clients of Eco-Enterprise can reapply to perform this service annually

Frequently Asked Questions

Why should an organization use Eco-Enterprise for Utility Cost Recovery vs other companies?

- Eco-Enterprise searched for over one year to find the best forensic auditors in the country
- They primarily worked with Fortune 500 companies that most organizations don't have access to
- They agreed to serve as our auditing team in exchange for donating a portion of our contingency fee to provide solar power for Native American Indian Reservations.
 - **35+ YEARS OF EXPERIENCE**
 - **PROPRIETARY SOFTWARE TO CATCH ERRORS**
 - **87% SUCCESS RATE**
 - **HIGHEST AVERAGE* RETURN- 3-11%**
 - **LARGEST CORPORATE CLIENTS**
 - General Electric- In 2009, they were the world's largest employer
 - Marriot- World's largest hotel company
 - American Airlines-World's largest airline



SONY

Canon



SAN DIEGO STATE
UNIVERSITY



AmericanAirlines®



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Additional Q & A



Additional Money Savings: Unique Financial Solutions

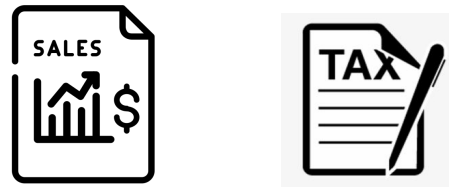
All services have no upfront cost, only contingency fees based on savings acquired.

Shipping Recovery



- Save 30%+ or more on shipping cost
- Ideal client: \$350k+/year on shipping

Sales Tax Recovery



- Get refund on overcharges
- Ideal client: \$25 million/year in revenue

Payroll Automation



- Turn Accounts Payable department into a revenue generator
- Replace paper checks with single use, virtual Mastercard payments
- Ideal clients: \$25 million/year in revenue

Beyond cost saving: cutting-edge technologies

Solar Power



- Save money on energy and tax credits

Power-over-Ethernet Smart Lighting



- Save up to 90% on lighting bill

HVAC Optimization



- Save from 20% to 73% on HVAC efficiencies

COVID-CLEAN



- Keep air and surfaces virus free
- Surfaces up to 7 days
- Air up to 12 months

Thank you/Main Contact

Crossroads Go Rep:

Shaun Mader,
Chief Communications Officer
Crossroads Go

[> FILL OUT WARM LEAD FORM](#)

Thank you

