

Location: **Americas**

Client: **North American Electrical Utilities Company**

## Building Services Network helps keep the snow away and the lights on

### Challenge

- Utilities client has 400 buildings normally affected by heavy snow fall.
- Client identified large amounts of risk with their current snow removal provider current provider had variable cost model with no tracking of results and client didn't have a way to view actual snow work need and completion with their current provider.
- Client had to have the solution in place by December. It was September already most decisions on snow removal programs are made in July!

### Solution

- Building Services Network (BSN) proposed a solution with standard rates based on actual snow fall no more bogus billing.
- BSN provided an integration into the clients existing Work Management system for full transparency of work being done.
- Leveraged BSN's exclusive 3<sup>rd</sup> party weather verification platform that can verify work orders against snow events to ensure the client is charged only for what snow was removed.

### Results

- BSN was awarded the scope in November and **went live with the first phase of their solution in 15 days** due to their dedicated provider management and implementation teams.
- BSN brought savings of **17% on snow removal** due to verification and accurate snowfall planning.

### Contact

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