

POWER MANAGEMENT:

A TRUSTED ENERGY MANAGEMENT PARTNER FOR EMS AND SENSATA



**Engineered
Materials Solutions**
Wickeder Group



THE ATTLEBORO CORPORATE CENTER ASSOCIATION, AN INDUSTRIAL HUB

Navigating fluctuating market trends, regulatory changes, and utility tariffs can be a stressful, time-consuming process. But when your energy supplies are provided through one common meter feeding an entire industrial complex, energy management can quickly become an outright challenge.

And that's where we'll begin, with our friends at Engineered Material Solutions (EMS), a clad metal manufacturer with over 100 years of history, and Sensata Technologies (Sensata), a global industrial technology company - two separate companies, in two separate buildings who share a single meter as tenants of the Attleboro Corporate Center Association (ACCA).

Navigating Energy Complexities

A large manufacturing complex, and former home of Texas Instruments, the ACCA features multiple buildings all supplied by that single energy meter. With the departure of Texas Instruments in the early the 2000's, that meter became the responsibility of the ACCA, who took up management of the facility and its public utilities.



**ATTLEBORO,
MASSACHUSETTS**

POPULATION: 46,000+



"At Power Management, we don't stop at procurement. For us, it's just the first step of many in creating a long-term energy risk and cost management partnership. EMS, Sensata, and the ACCA faced a unique situation that required a strategic approach and strong understanding of the energy markets. And I'm proud of the role we played in helping to navigate it."

– Jerry Walter, Executive Vice President, Power Management Company

In 2010, Power Management was brought in to help overcome the challenges this one-of-a-kind arrangement created, and in doing so saved EMS and Sensata over \$8 million dollars on energy costs. A substantial savings, made possible by a proactive leadership team at EMS and Sensata and dedicated team of energy experts at Power Management.

ESTIMATED 13 YEAR ENERGY COST SAVINGS:

OVER \$8 MILLION DOLLARS



ENGINEERED MATERIAL SOLUTIONS: A PARTNERSHIP TAILORED TO SUCCESS

Our partnership with Enginedered Material Solutions (EMS) mirrors the success we've had with Sensata. It's not merely about procurement; it's about delivering a holistic energy management solution.

Our collaboration has encompassed a range of initiatives, from the purchase of renewable energy certificates to offset emissions, to generating over \$4 million in energy cost savings through competitive bidding and strategic market monitoring and beyond. As their trusted energy partner, we take great pride in guiding EMS through the complexities of the energy market and helping it achieve its sustainability goals.



ENERGY RISK & COST MANAGEMENT



"Our partnership with Power Management has exceeded our expectations. In addition to our energy needs they have gone above and beyond in helping EMS evaluate capital projects with significant energy incentives providing further cost savings."

– Kevin Folan, CFO, Enginedered Material Solutions

MULTIPLE FACILITIES, BIG SAVINGS

Our support for EMS doesn't stop in Massachusetts. Our partnership together has helped EMS achieve a substantial cost savings of nearly \$600,000 at its second manufacturing facility in Hamburg, Pennsylvania.

Savings like these position EMS to further invest in its business, and eco-friendly solutions, for the betterment of everyone.



HAMBURG, PENNSYLVANIA

POPULATION: 4,200+



SENSATA TECHNOLOGIES: OVER A DECADE OF SUSTAINABLE PROGRESS

Our relationship with Sensata Technologies began with a significant milestone—nearly \$3.5 million in energy cost savings through competitive bidding and strategic market monitoring. However, this was just the beginning. We've diligently built a foundation of trust with Sensata, demonstrating the reliability and effectiveness of our services.

In 2022, Power Management spearheaded a comprehensive LED Lighting upgrade for Sensata. This project led to significant cost savings, particularly noteworthy given its consumption was reduced by 1.5 million kWh annually solely for lighting.



ENERGY RISK & COST MANAGEMENT



LED LIGHTING UPGRADES

"Our partnership with Power Management has been transformative for Sensata Technologies. Their expertise in energy management not only delivered substantial cost savings but also paved the way for significant strides in sustainability. The comprehensive LED lighting upgrade they spearheaded stands as a testament to their commitment to our success and environmental stewardship."

– Richard Aceves, Sr. Director, Sustainability, Sensata Technologies



Focus on Green Energy and Accountability

Our partnership with Sensata is not just transactional; it's transformational. Sensata, a global leader in manufacturing, is deeply committed to sustainable energy practices. As their trusted energy consultant and advisor, we empower them with data-driven insights and strategic guidance to launch high-impact, eco-friendly initiatives. A case in point is Sensata's rollout of newly installed electric vehicle charging stations at multiple facilities. With this implementation of EV charging stations, Sensata is dedicated to providing clean energy options, showcasing their steadfast commitment to reducing carbon emissions and fostering a greener future for all.

At Power Management, our support goes well beyond mere assessments. We deliver actionable solutions that create lasting, positive impacts. Whether it's upgrading lighting systems, analyzing greenhouse gas emissions, or installing EV charging stations, we offer expert advice and sustainable solutions tailored to your company's needs. Our EV charging solutions are designed to seamlessly integrate with your existing infrastructure, providing convenient and reliable charging options for electric vehicle owners. From consultation to installation and ongoing maintenance, we ensure a smooth transition to cleaner transportation solutions.



“Sensata's dedication to sustainable energy aligns seamlessly with Power Management's expertise, making them more than consultants; they're catalysts for change. Together, we're not just implementing EV charging stations; we're pioneering a greener tomorrow, powered by data-driven insights and shared commitment to reducing carbon footprints.”

-Michael Mitchell, Global Facilities Manager, Sensata Technologies

Building a Lasting Relationship with Sensata

From start to finish, we worked to seamlessly align ourselves with Sensata Technologies' vision for a sustainable future. Providing access to energy solutions that aren't just about today's needs, but capable of meeting future energy demands.

Choose Power Management, and you're choosing a committed ally in your journey toward green energy excellence, and a sustainable future.

POWER MANAGEMENT: YOUR DEDICATED ENERGY SOLUTIONS TEAM

The significant savings and changes that both Sensata and EMS experienced were made possible by Power Management's strong understanding of the energy markets, our ability to stabilize volatile prices, and our skill in negotiating with multiple parties and energy providers to find the best options.

Operating from two strategic locations in Victor, New York, and Boston, Massachusetts, our growing team is well-positioned to serve the Northeast United States. This geographical reach allows us to stay closely connected with regional energy markets and trends, ensuring our clients receive the most timely and relevant advice.

CONTINUOUS LEARNING AND ADAPTATION

Our team's commitment to continuous learning and adaptation in the face of an ever-changing energy landscape is what sets us apart. We are not just service providers; we are partners in our clients' success, dedicated to delivering results that go beyond the balance sheet.

At Power Management we are proud of the dedicated team of energy professionals we employ who make energy savings possible and eco-friendly energy upgrades a reality. Led by team members like Jerry and Paul, we are focused, driven and detail oriented. And most importantly, we are all committed to nurturing long-term relationships with our clients, and in-tune with their changing energy needs and priorities.



**VICTOR,
NEW YORK**

POPULATION: 15,900+



**BOSTON,
MASSACHUSETTS**

POPULATION: 675,000+



"Sensata Technologies' decision makers were very receptive to our value-engineering proposals that reduced design and installation complexities. The result was a quality project delivered at a significantly lower cost. It is an installation that provides a great EV charging experience for the driver. The planning, execution and closeout phases of this project were textbook examples of successful project delivery."

– Paul Wegman, Program Director, EV Charging Systems, Power Management Company

EXPERIENCED TEAM, COMPREHENSIVE SOLUTIONS



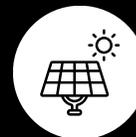
**ENERGY RISK &
COST MANAGEMENT**



**BUSINESS LIGHTING
SOLUTIONS**



**EV CHARGING
INSTALLATION**



**COMMUNITY AND
ON-SITE SOLAR**



**ENERGY BILL
AUDITING**

DELIVERING ON PROMISES AND DRIVING REAL RESULTS

Power Management's energy consulting has not only yielded measurable benefits for both Sensata and EMS but also fostered a culture of sustainable growth and technology advancement.



"Our success with Sensata and EMS is a testament to our expertise, adaptability, and commitment to delivering results. We look forward to continuing to serve them and other businesses with their energy management needs."

– Chris Copley, Sales Executive, Power Management Company

For over 25 years, we've worked countless hours to solidify our position as the best in energy cost risk management. Through our tailored energy solutions, we empower businesses to meet their sustainability targets, fostering a greener, more sustainable future for all. This is the essence of our work—creating meaningful, lasting value for our clients and the world we share.

ENERGY PARTNERSHIP SNAPSHOT

Energy Cost Savings	Over \$8 Million Combined in Attleboro, MA + An Additional \$600,00 for EMS in Hamburg, PA
Energy Solutions	Energy Bill Auditing, Energy Procurement, LED Lighting Cost Analysis & Upgrade, EV Charging Installation Consultation, Renewable Energy Certificate Purchasing
Ongoing Benefits of Our Partnership	Weekly and Monthly Energy Reports, Detailed Cost Savings Breakdown, Access to Forward Thinking Energy Solutions, Strategic Energy Consultations, Dedicated Team, Peace of Mind

READY TO REVOLUTIONIZE YOUR ENERGY MANAGEMENT?

If you're ready to navigate the complexities of the energy market, achieve significant cost savings, and make strides towards sustainability like EMS and Sensata, then Power Management is here to help. Our team of dedicated experts is ready to provide tailored energy solutions and strategic market monitoring to meet your unique needs.



"At Power Management, we aim to act not only as consultants, but also energy educators and advocates for our clients. Sensata and EMS understood that today's decisions can have big implications in the future. They put their trust in us to find the right solution, and I'm proud to say we delivered."

– John Burt, CEO and Founder, Power Management Company

Getting Started on the Path to Better Energy Management is Easy:
Contact us today to learn more about how Power Management can become your trusted partner in energy management. Let's work together to exceed your energy needs and expectations.

YOUR SALES AND ACCOUNT TEAM



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"At Power Management, our mission isn't just about meeting today's energy needs; it's about building a resilient future that prioritizes environmental responsibility and long-term sustainability. Our commitment extends beyond mere consultancy; we strive to serve as educators and staunch advocates for our clients in the energy landscape."

– Michael Hedges, Vice President of Sales, Power Management Company

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