



## Southwestern Ambulatory Surgery and Nursing Centers

Pittsburgh, Pennsylvania

A 118-bed health care and surgical facility

### Challenge

Southwestern Ambulatory Surgery and Nursing Centers wanted to significantly reduce energy costs throughout their two-building facility, without incurring major capital expenses for equipment upgrades.

### OnDemand Solution

OnDemand developed a multi-faceted energy reduction program for Southwestern that encompasses facility-wide lighting improvements, an energy management system to minimize peak demand charges, utility billing analysis and energy procurement services. More than 500 new state-of-the-art lighting fixtures have been installed and over 900 more upgraded to improve the facility's environment and reduce energy usage. Savings realized throughout the agreement will pay for all equipment upgrades, which will be owned by Southwestern at the end of its five-year contract term.

### The Bottom Line

Southwestern is slated to reduce its energy costs by \$35,000 annually with OnDemand. Contract features include:

- Five-year performance contract with energy savings guarantee
- No up-front capital expenditures
- Demand control energy management system
- Installation of over 500 new lighting fixtures, with ballast/lamp upgrades in remaining fixtures
- Utility billing analysis
- Energy procurement services



*"In our field, quality of care can never be sacrificed for cost savings. The lighting upgrades throughout our surgical center save energy, and have vastly improved our clinical and patient environments."*

Pamela Wroblewski

Director,

Southwestern Ambulatory Surgery and Nursing Centers

**Energy Efficiency: Just What the Doctor Ordered**

Perhaps no business today is under greater pressure to cut costs and increase efficiency than the health care industry. For Southwestern Ambulatory Surgery and Nursing Centers in Pittsburgh, energy costs had become a growing piece of the cost-cutting puzzle. While patient comfort and quality of care remained paramount, the facility's need to use energy more efficiently was clearly a case for improvement.

The prescription? A comprehensive energy services contract with OnDemand Energy Solutions, with a prognosis of more than \$35,000 to be saved each year in energy costs. The five-year agreement spans everything from new energy-efficient lighting systems to the installation of energy management equipment that controls peak demand usage for HVAC and other facility systems. No up-front capital investment was required on the part of Southwestern for any facility upgrades.

"This sort of program is just what the doctor ordered," said William R. Henry, Southwestern's C.F.O. "We've realized significant cost savings, and have actually improved rather than compromised our clinical environment. It's a win-win for everyone."

*"Our agreement with OnDemand has helped Southwestern realize considerable cost savings. Buying and using energy efficiently is one way we're staying on top in a highly competitive health care marketplace."*

*William R. Henry*

*C.F.O.,*

*Southwestern Ambulatory*

*Surgery and Nursing Centers*

