



## Nexion Health

*Procurement Services & Energy Market Intelligence (EMI)*



Nexion Health, Inc is an innovative leader in the long-term care industry. Nexion operates 39 skilled nursing and rehabilitation facilities in Colorado, Mississippi, Louisiana, and Texas. The company prides itself on quality care in all aspects of its facilities' programs, equipment and culture to provide residents a high quality of life.

In 2017, Nexion hired Onyx for Energy Procurement & Energy Market Intelligence (EMI) services. Once confident in our abilities, Nexion quickly moved into action. Through Nexion's full disclosures, Onyx substantially increased gains over previous offers. A conservative company with an eye for detail, Onyx worked closely with Nexion General Counsel ensuring service agreement term and conditions were proven more than satisfactory. The end result yielded a long-term solution that not only mitigates risk, but also contributed 36% gains to Nexion's energy budget.

Since 2009, Onyx Power & Gas Consulting has provided electricity and natural gas consulting services to commercial and industrial consumers. Our robust wholesale trading network and operations allows us to leverage purchasing power. The end result is the most aggressive pricing in the marketplace for maximum savings to our clients.

### PROJECT DATA

#### LOCATION

Sykesville, MD

#### CLIENT RELATIONSHIP

2017 to present

#### INDUSTRY

Healthcare

#### TERM SAVINGS

Energy Savings: \$370,156

#### Managerial Competency

##### Consulting

- Identify Goals & Objectives
- Natural Gas & Electricity Basis & Cash Point
- Energy Market Intelligence (EMI)

##### Execution

- Facilitate Basis Contract Terms & Pricing
- Developed Competitive Supplier Analysis
- Bid Award & Contract Execution