

## **Gexpro Breaks New Ground To Cut Energy Costs And Meet Long-term Sustainability Goals**

*"Active-8" is a one-stop, start-to-finish program through which companies have an objective, full-service resource for cutting energy cost and carbon footprints*

**May 17, 2010** - [PRLog](#) -- SHELTON, Conn. – Responding to the growing number of customers unsure of the best ways to cut energy costs and meet ambitious, long-term sustainability goals, Gexpro has developed “Active-8 Energy Solutions.” This one-stop, start-to-finish initiative helps companies navigate the complex, fragmented network of energy-savings options. It delivers complete, turnkey solutions that include everything from energy audits to installation management.

“Active-8 gives Gexpro customers a huge energy-efficiency head start because they no longer have to worry about creating their own roadmap to energy-savings targets,” said Jeff Pecoroni, director, energy solutions at Gexpro. “Our energy specialists simplify and consolidate the network of choices for customers by actively guiding them through an eight-step process designed to provide the return on investment they’re looking for. So Active-8 customers receive complete, functioning solutions that are up, running and saving, instead of boxes of products on their loading docks. In other words, we help them Active-8 their savings.”

Here is the 8-step Active-8 methodology:

1. A Gexpro energy specialist begins with a “blank sheet of paper” – with no preconceptions on what can or must be done – and conducts a feasibility study to see if the opportunity for savings is practical, worthwhile and real.
2. If there is a chance for real savings, an energy audit identifies problems and investigates ways to save electricity, while maintaining or improving performance.
3. After identifying savings, the next step is to decide how. Through project planning, the Active-8 team outlines the project from beginning to end, charting the workflow to keep everything on track.
4. Calling on Gexpro’s depth of electrical experience and access to supplier partners, an energy specialist writes product specifications for the entire project.
5. The Active-8 rebate team works with the project planning team to make sure subsidies are considered in product specification and that the best technologies are used for ROI. Because Gexpro continually updates its database of government programs at every level, each customer realizes incentive/rebate maximization for their projects.
6. A dedicated Active-8 end-to-end project management team stays with the customer from the beginning of the engagement to the end, orchestrating the entire project and providing a single point of contact whenever an answer is needed.
7. Using its worldwide network of contractors and installers to match the right skills with the job, Active-8 provides installation management so that work is delivered “on time, on spec and on budget.”
8. Finally, every Active-8 engagement follows up with a project evaluation/operational improvement assessment to see if the project goals are being met. The team evaluates performance and checks that personnel are using the energy-savings products properly. Gexpro also investigates whether any operational changes may have created new opportunities for energy savings. A Gexpro MRO program ensures changes in product and specification do not dilute savings effectiveness over time.

“Active-8 is valuable to our customers because it’s not about selling products or consulting services. Rather, it’s an independent resource to determine, source, install and verify ideal solutions for each customer,” Pecoroni said. “We’re helping companies improve their performance and their competitive positions by meeting or surpassing energy savings targets, long-term sustainability goals and operating objectives – that’s a triple play for optimized results.”

Active-8 serves customers, in large or small projects, across most markets, including commercial, industrial, government, retail, hospitality, healthcare, education, and supermarket chains. This latest of Gexpro's core competencies, Active-8 also covers the complete range of electrical product options, from lighting, building automation and commercial refrigeration to motors, drives and solar generation.

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About Gexpro: Gexpro – part of Rexel, the leading distributor worldwide of electrical products and solutions – is a full-line, international distributor of electrical products, power generation products and fasteners, with \$1.9 billion (U.S.) in 2009 annual revenues. In addition, Gexpro has an integrated logistics management business and an aftermarket, renewal parts business. Gexpro and its subsidiaries employ more than 2,300 people in over 150 locations in the U.S., Puerto Rico, Europe, the Middle East, Southeast Asia, and China. Headquartered in Shelton, Connecticut, the business serves electrical contractors, industrial and commercial users, engineer constructors, OEMs, utilities and the aerospace industry. For more information, visit Gexpro's web site at: <http://www.gexpro.com>.

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