

CASE STUDY OFFICEMAX



Roth, a Sodexo Company, is a leading provider of quality roofing and building preservation, alternative energy, HVAC, and remote energy management solutions designed for sustainability, maximum life cycles and operational effectiveness. With decades of experience, this Sodexo company applies a unique performance-oriented approach to identify problems and provide the best solution to meet clients' needs. Many Roth products are environmentally preferable and carry Energy Star® ratings, Cool Roof Rating Council ratings and can contribute to achieving LEED® certification. Roth, a Sodexo Company, is the industry benchmark for service excellence, delivering world-class Sustainable Solutions Built for Life.

Client's Perspective

OfficeMax was challenged with a top management mandate to reduce energy and utility costs across its more than 900 stores in order to focus its resources on new store openings, implement changes in store design, and improve the retail experience for its customers. At the same time, OfficeMax sought to be environmentally responsible by cutting its carbon footprint and better managing its energy expenditure while facing consistent utility cost increases.

Challenge

OfficeMax is a leader in both business-to-business office products solutions and retail office products. The company provides office supplies and paper, in-store print and document services, technology products and solutions, and furniture to consumers and to businesses. OfficeMax customers are served by approximately 29,000 associates through direct sales and catalogs and more than 900 stores. To accomplish its goal to better manage energy costs, OfficeMax looked for a provider that would be accountable for all aspects of the energy management system monitored to deliver energy and cost savings.

Roth Solution

OfficeMax signed a unique contract with Roth, a Sodexo company, that transferred and capped the risk of HVAC capital and expenses, and combined it with an energy management system designed to reduce energy expenditure. This approach balanced HVAC preventive maintenance expense against energy demand.

The result was a fully integrated maintenance and energy management program to get to the root of cost savings by giving Roth full accountability for all aspects of the energy management program, including: HVAC preventive maintenance expense; HVAC capital repairs and replacement; monitoring of all EMS – 24/7 from Roth's operations center; maintaining store comfort within established temperature set points to save energy; installing EMS in all new OfficeMax stores; and achieving a multimillion dollar savings target, which would be met or rebated to OfficeMax. As a result, OfficeMax gained control over their energy costs while improving the environment through reduced energy consumption.

Outcome

- Single source for HVAC maintenance and EMS monitoring needs
- Zero overhead related to HVAC activities, i.e. approving quotes, monitoring alarms and making schedule changes
- A disciplined energy outlier process that identifies stores exceeding average energy consumption and making necessary adjustments
- Budgetary certainty accomplished through capping HVAC capital and expenses, eliminating risks related to HVAC spending
- Significant reduction in electric usage

© Sodexo. All rights reserved. This document contains confidential and proprietary information and is intended solely for internal use by Sodexo employees.

Commercial • Industrial • Institutional • Contractors • Engineers

For further information, contact us: **Roth, a Sodexo Company** • 3847 Crum Road • Youngstown, OH 44515-0209

855 SodexoE • [855 763 3963] • solutioncenter.usa@sodexo.com

CSR-0712-2