

HERE FOR BUSINESS: FUSION

VIDEO SCRIPT

As a small business owner you don't know what you don't know, and the learning curve is not something you want to be stuck in. Energy management is important because I do have to have a number that goes along with everything. I mean, every time I turn on the welder I'm being charged that money, so that needs to be worked into how to bill that out to the customer for the service that that equipment provides, and as I look forward to bigger, better, more efficient equipment having somebody there to see if I'm doing it right is, it's invaluable. When I first reached out PG&E it was purely just to set up an account. I received a phone call back and it was Gabriel.

- (Gabriel) Each month we proactively outreach to our new business customers, and then once we've done our background research on them we at least have a small idea of what they may be trying to accomplish, what their goals are, unmasking the unknown, being able to see what the true cost of doing business in a new facility with new equipment, PG&E is one of the last things that's probably on their mind because they just have so much going on, and so we want to make that one facet of their business that much easier.

- [Brian] It's been great having Gabe walking me through how to look it up on PG&E and see the actual usage down to the day, so I can then go and look at that rate and I can actually break that down and work it into my cost.

- We check every few months on the usage to make sure that as his business continues to grow that he's always on the best possible rate. Being in this role allows me to teach our customers the different ways that they can actually save and empower themselves with their energy usage.

- PG&E was onboard with what I was doing. It was much more than, "We are here. "You need to conform to what we're doing "so that we can give you energy." It was a lot more, "We want to make sure that you succeed "so that we both succeed together."