



UtilitySmart by NWP Service Corporation

Category: Utility Management

Michael Radice, CEO of NWP Services Corp., recently announced that his company received the MHN Tech award for superior Utility Management, and shared his thoughts on the future of multifamily utility management.

Radice We are seeing great promise in many multifamily markets with regard to rising rents. The challenge, however, is that energy prices and the cost of financing has risen as well, even outpacing gains in a number of those same markets.



Michael Radice, CEO of NWP Services Corp.

This means that owners and operators must become even more diligent in reducing expenses, improving cash flow and increasing Funds from Operation.

Is increasing utility-driven FFO in such a tight market even feasible?

Radice It starts with good business intelligence. At the most basic level, effective managers need an accurate picture of where they stand on utility costs and consumption, within their portfolio and against other communities in similar markets. Solid intel allows accurate property benchmarking and forecasting, and a springboard into improvements that will drive revenue. I know of only one product in multifamily that does this: UtilitySmart.

What is UtilitySmart?

Radice One of NWP's newest advances, UtilitySmart, encompasses ten intelligent modules from which to choose. Modules target operational improvements for a calculated return. After capturing your community's costs and consumption data, a UtilitySmart plan is devised specifically for your communities' location and dynamic. Whether business intelligence and bench-

marketing analytics, vacant recovery or waste management, NWP yields are based on over a decade of property-level experience that generate measurable results.

By controlling operational costs, UtilitySmart is able to create process efficiencies and increase asset value.

There's a lot out there about ENERGY STAR®. Does it have anything to do with apartments other than appliances?

Radice Now it does. NWP is the first company in our sector to become an ENERGY STAR Certified Partner. Through an automated interface, NWP enables managers to benchmark a building's energy efficiency and further maximize the benefit of energy-efficient standards for residents, owners, lenders and investors.



Smart Solutions: Lower Operating and Utility Costs

The power of 3

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utility management

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