



## CASE STUDY: USING TWO INDEPENDENT SOLUTIONS TO CREATE VALUE

### Opportunity

A major refinery in Denver, CO retained GES to work with its local utility Xcel to develop a new long-term agreement for gas transportation services, which would meet the client's needs for gas quality and reliability, and at the lowest possible cost.

### Actions Taken

GES developed plans for a ready-to-build pipeline, and then approached Xcel to encourage them to offer competitive services to meet the needs of the client. By creating two independent solutions and the accompanying leverage, GES was able to drive Xcel to offer solutions that met the objectives of both parties.

### Outcomes

The client implemented a 15-year agreement that provided operational flexibility and reliability, accommodated future growth, minimized key risk exposures, and dramatically reduced costs.



**Client:** Major Refinery  
Denver, CO

**Project:**  
Negotiated new gas  
transportation agreement

**Approach:**  
Developed pipeline alternative

**Results:**

- Reduced costs by **\$22 Million**
- Provided flexibility in suppliers, volumes and pressures
- Increased reliability
- Benefitted both the client and Xcel

**Golden Energy Services, Inc.**

*Providing direction in energy markets...*  
[goldenenergyservices.com](http://goldenenergyservices.com)

