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## FULTON FINANCIAL CORPORATION

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### Fulton Financial Corporation

- [www.fult.com](http://www.fult.com)
- Commercial Financial Institution
- Headquarters in Central Pennsylvania

### Results

- Through energy audits and monitoring, Edge Insights found billing errors and uncovered refunds which have resulted in significant monthly savings for Fulton.
- Savings came from shopping for deregulated energy and monitoring current contracts.

## Edge Insights Helps Fulton Financial Corporation Realize Significant Savings by Shopping for Deregulated Energy

### The Client

With headquarters in Lancaster, Pennsylvania, Fulton Financial Corporation is one of the leading financial institutions in the region. They provide consumer retail and business customers with banking services and products, investment management and trust services. Fulton Financial consists of six different, full-service commercial banks operating nearly 275 locations in Pennsylvania, New Jersey, Delaware, Maryland and Virginia. Fulton Financial operates as Fulton Bank, N.A., Fulton Bank of New Jersey, The Columbia Bank, FNB Bank, N.A., Lafayette Ambassador Bank and Swineford National Bank.

### The Challenge

Starting in 2000, Edge Insights conducted an audit of electricity and natural gas bills for Fulton Bank. After finding billing errors, rate changes and refund opportunities within Fulton Bank, the audit was extended to all of the other Fulton Financial locations throughout Pennsylvania, Delaware, New Jersey, Maryland and Virginia. Edge Insights was extended this opportunity because the amount of work to determine billing errors and possible refunds was overwhelming for the Fulton internal staff.

### The Benefits

Fulton knew Edge Insights would have the time, expertise and ability to review the energy spend throughout the organization's footprint to ensure accuracies. Further, they knew that there was no-risk and no-fee to enlist Edge Insights in this capacity. Edge Insights continues to monitor contracts and identify new opportunities for the most cost effective energy solutions for Fulton Financial.

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*"Edge Insights has been a fantastic partner with Fulton Bank. Their team of industry experts took a huge amount of work off of my desk by conducting the energy audit and monitoring our contracts each month. The best part about this partnership is that there has been no-risk to us. The outcome can only be a positive one, either Edge Insights finds you ways to save money or they determine your bills are accurate. By providing this service to us, I am able to focus my attention on the Bank and bringing my team more solutions that affect our bottom line."*

**Travis Good, Senior Vice President  
of Administrative Services—Fulton Financial Corporation**

**Contact Edge Insights**

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