

Forensic Energy Benchmarking

\$270M Turnover

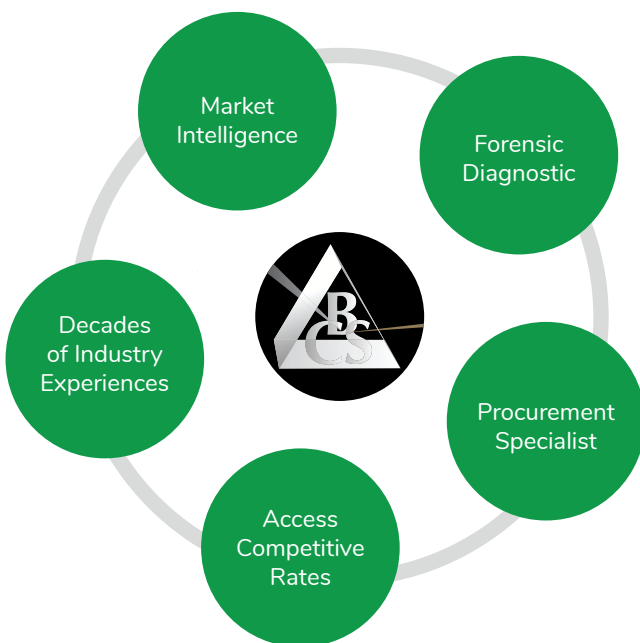
 **Avoided a 20% increase, then also delivered \$64,000 Savings over 3 years**

The Challenge

- The business was coming off a 3 year contract
- Was facing \$1m increase over 3 years
- Current provider was not providing strategic market advise

The Ultimate Goal

- To avoid a a large increase in energy costs
- To secure a contract for future years to ensure a fixed predicable cost
- Work with a Strategic partner who will provide unbiased market opinion and use their leverage to secure the best commercial terms possible.



The Business Payoff

Energy spend for National Footprint

\$ 5,000,000

Closely monitoring the wholesale market

Combining consumption with other clients

Developed a smart RFT to ensure maximum retailer participation

Several rounds of pricing post tender close to drive price down the Best of Breed

We took them to market early if they had of waited it would have cost them over 3 years an extra

\$ 1,000,000

We negotiated extended payment terms