

Real estate owner achieves cost-savings by working closely with EnergyQuote

Birmingham Technology Limited offers support, communication and advice to companies to whom they lease properties across the UK. The company's properties include a range of office telecommunication buildings, science parks, car parks and business accommodation.

An initial interest in EnergyQuote's services was sparked when a broker sent through a speculative email to Shaun Williams, Facilities Manager for Birmingham Technology, outlining the various services and products offered by the consultancy. At that time Birmingham Technology purchased their energy directly through a supplier but were concerned at the rate at which prices were soaring and felt the need to invest in some form of cost-saving exercise.

"We'd been tracking prices on a previous contract and were resigned to the fact that we were going to have some fairly hefty increases. It was round that time that an EnergyQuote broker's email arrived so I gave them a call and asked what they could do for me..." explains Mr Williams.

Birmingham Technology decided that this service offering was exactly what they had been looking for and subsequently signed up all of their 45 sites, spread across electricity HHM and NHHM and Gas. Although the company's gas contracts would not have been difficult to maintain, they decided to pass both their electricity and gas portfolios over to EnergyQuote to eliminate the administrative burden of collating all information and documentation themselves.



The EnergyQuote procurement solution

EnergyQuote immediately identified the areas in which Birmingham Technology utilised their energy to monitor their consumption and identify methods of reducing overall expenditure. Because the nature of Birmingham Technology's business revolves around the use of electricity and gas for maintenance purposes at some sites, large-scale consumption of both utilities is unavoidable. However, by switching their procurement to EnergyQuote, who understood the benefits of going to market at the optimum time, they realised the potential to prevent large-scale consumption figures leading to hefty pricing quotations.

An understanding of the optimum time to go to market is pivotal to obtaining competitive prices from suppliers. EnergyQuote employs a dynamic and knowledgeable market intelligence team whose primary aim it is to gain current market-related information on price forecasts and predicted trends for the year ahead. Although Mr Williams has the utmost faith in EnergyQuote's trading advice and recommendations, he feels that the market information he receives electronically is useful as it keeps him **"in the Loop while EQ are doing our work for us,"** he explains.

Market-related Information promotes understanding of procurement process

This market-related information is also useful, in terms of making budgetary allocations at the start of the financial year, as it provides the foresight necessary to assign sufficient funds when purchasing energy for the year ahead. Under-budgeting can be detrimental to the profitability of the business and does not reflect positively on those involved in the planning process, particularly if unexpected price hikes create a need for further budgetary submissions late in the financial year. By acquiring a more accurate idea of where prices are heading and the predicted price hikes and drops for the near future, the company can make realistic

submissions for their procurement needs and, in some cases, actually achieve prices which fall below their initial projected figures. By procuring their energy contracts through EnergyQuote, Birmingham Technology achieved a saving on their allocated funds, which Mr Williams feels was a positive outcome of their decision to sign up with the consultancy.

A factor which Birmingham Technology regards as being paramount to the successful relationship they enjoy with EnergyQuote is the consistent communication they receive from their allocated Account Manager. When dealing with a responsibility such as energy procurement, it is incredibly important to have a good understanding

of the processes involved to gain insight as to exactly where and how funds are distributed throughout the procedure, but also to understand the complexities involved in the system as a whole.

Williams explains, **“It is handy to have my Account manager on hand when I don’t understand things. I just pick up the phone and know they will be explained to me clearly.”** In short, it is EnergyQuote’s delivery of key Account Management and sound market-related advice that have led to the successful relationship the two companies continue to enjoy. As Mr Williams concludes, **“It’s a hassle-free solution.”**

EnergyQuote services available include:

- Customer Managed – where you have full control and make all the decisions but without the frustrations and complexity
- Managed Service – our most popular service now in it’s 10th year – for those of you who want to use our expertise but monitor progress as it occurs
- Electricity NHHM Service – solves the huge logistical problem faced by companies with hundreds of smaller electricity sites in the non half hourly metered market
- GasQuote – the solution for your gas purchasing requirements in the UK and European markets
- Benchmarking – understand where your current position stands against other companies with similar requirements
- European Service – provides a Pan-European centralised buying tool for Power and Gas across 11 major European countries
- Bureau Services – a fully on-line Energy Management suite with data warehousing management and financial reporting on usages and costs
- Energy and Water Audits – a service which offers variable solutions to Energy Efficiency and provides advice on schemes available in the market

- Market Intelligence – comprehensive market analysis, industry guidance and advice on timing to market that supports your procurement decisions
- Price Forecasting Service – we provide outlook reports that brief you on the level of uncertainty and risk in key markets and the range of prices that might develop over time
- Policy and Strategy Consultancy – our team of experts provide valuable analysis and advice on policy development and strategy implementation tailored to your individual circumstances

The EnergyQuote Solution

EnergyQuote offers a comprehensive range of solutions to mitigate risk and minimise cost in today’s volatile energy markets. A provider of risk management structures such as hedging funds and flexible strategies for power and gas customers we are continually coming up with innovative procurement solutions and products that deliver bottom-line benefits to major energy users in the UK and Europe.

So wherever you are in the purchasing cycle we can support you with all the tools you need to enhance your position.

We offer a smart, straight-talking and sophisticated service to over 600 of the largest energy users in the UK and Europe, turning a time consuming and difficult process into a seamless activity.

Taking the next step

To discuss this service and any other services available from the extensive solutions offered by EnergyQuote, please contact us on T+44(0)20 7605 2300, F+44(0)20 7603 6415, email enquiries@energyquote.co.uk or visit our website www.energyquote.co.uk