

## College benefits from using EnergyQuote's e-sourcing platform

Further Education colleges in the UK spend over £1 billion on non-staff items, making them one of the biggest spenders in the public sector, and a very lucrative source of business for potential suppliers. EnergyQuote initially completed a deal with Feonline.net, enabling us to market our services to the college sector through the feonline procurement website and various college publications. This partnership also enabled individual colleges to combine their energy requirements together in order to obtain a better price.

### Online trading system secures competitive quotations from suppliers

Bishop Burton, a leading agricultural college set in the East riding of Yorkshire with a reputation that reaches far beyond the white rose county, was the first college to sign up with EnergyQuote's online trading services back in 1998. The college sought a strategy through which they could obtain significant financial benefit, and found a solution in EnergyQuote's E-Sourcing platform, which is a system whereby suppliers are traded online and the most favourable quotation is accepted if a client feels that the price achieved is competitive.



Harry Tuplin was Finance Director of the College at that time and saw an opportunity to achieve cost savings for the college, which has a turnover in excess of £10m. He was impressed by EnergyQuote's

ability to obtain cost reductions and help build a business case for them to take up the service. Having signed up with EnergyQuote eight years ago, the relationship between Bishop Burton College and EnergyQuote has continued to grow from strength to strength. Mr Tuplin took the decision to start using the EnergyQuote system for the procurement of the college's electricity; a significant non-core spend.

### Investing in an innovative procurement strategy the key to moving forward

**“ In the further education sector we have a responsibility to offer the highest quality of teaching for our students whilst ensuring we are achieving the best value for money possible for the tax payers who fund us. My view of using EnergyQuote has been that:**

- **We have saved the college significant sums of money by using EnergyQuote.**
- **We can demonstrate that we are achieving the best value-for money in this purchasing area.**
- **It saves us a lot of time in the administration of energy purchasing and makes the entire process smooth and transparent.**
- **The tie-up between EnergyQuote and FE-Online, the Association of Colleges' e-services portal, is good news for colleges across Britain.”**

In view of the cost-savings achieved through trading Bishop Burton's energy contracts via EnergyQuote's E-Sourcing platform, it is clear that the decision to

invest in EnergyQuote's consultancy services is one that Mr Tuplin can look back on with satisfaction. The consistent communication provided by Bishop Burton's allocated Account Manager, including current market-related information and prior warning as to allocation dates and contract renewals means that the college is always in the loop as far as all activity within the energy market is concerned. With an insight into how the energy market operates, the college obtains peace of mind that the advice they are given by EnergyQuote with regard to the optimum time to lock-in their price, is sound. In addition to this, those

involved in the college's procurement processes can raise realistic expectations as to where the market is headed price-wise, and can make budgetary allocations and financial preparations accordingly.

### EnergyQuote's Procurement Offering:

- **an intuitive e-sourcing solution for electricity and gas purchasing**
- **skill in analysing and pinpointing the best time to go to market.**
- **experienced energy consultants and strategic analysts.**

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### 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 its 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](mailto:enquiries@energyquote.co.uk) or visit our website [www.energyquote.co.uk](http://www.energyquote.co.uk)