

Proactive approach to energy procurement delivers cost savings for leading hospital group

Since its inception in 1838, St Andrews Hospital has remained one of the UK's leading providers of specialist health care for men, women and young people with mental disorders,

learning disabilities and acquired brain injury. Energy Consumption is considerable because



although power is not utilised for any process engineering, Gas and Electricity provide air conditioning, heating, lighting and the generation for catering facilities and plant pumps at all the Hospital's sites.

Comparative trades highlight e-auction benefits

Historically, St Andrews' energy procurement needs were maintained by PASA - the NHS Purchasing and Supply Agency. However, EnergyQuote contacted the hospital to demonstrate its more competitive range of procurement services and conducted a comparative trade that indicated the benefit of switching to EnergyQuote. St Andrews traded again with EnergyQuote the following year and obtained an impressive energy price that reaffirmed their decision to make use of EnergyQuote's services. Rob Balderson, Projects Manager for the St Andrews Group explains, **"It was obvious that the trades were better and the prices were better than our original contract, so we've stuck with them ever since."**

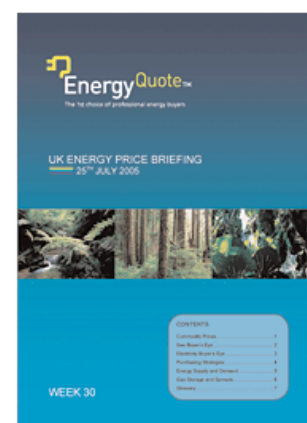
EnergyQuote provided St Andrews with an allocated Account Manager whose responsibility it is to keep the hospital informed of market movements and contract renewals pricing. The Account Manager liaises

with the hospital directly and advises them on the best time to trade and whether this will improve price quotations from suppliers in any way. It is the proactive nature of the Account Management team that helps eliminate the hassle and cost involved with attempting to procure energy contracts independently.

"I don't have to worry about renewal dates because I can rely on EnergyQuote looking at when contracts are coming up and I know they will tender them at the most opportune time," explained Rob Balderson

Proactive account managers relay market information

Another aspect of the process that benefits St Andrews' management team is access to market information, provided by weekly market e-publications. These weekly briefs deliver up to date information on energy market trends and price predictions for the year-ahead. In this way, the hospital's budget can be prepared accordingly. This is also important as it provides visibility on any budgeting amendments that are made during the course of the year, due to a volatile market or sudden price increases. With market intelligence so close at hand, the hospital can back up any additional energy expenses that may fall outside of the budgeted costs for the year.



Educational seminars inform clients

EnergyQuote has hosted numerous events throughout the UK and Scotland in an effort to increase awareness of the processes involved

in energy procurement and the need to assess risk which exists within a complex and consistently volatile energy market. Mr Balderson attended an Energy Risk Seminar and found the presentations to be of great benefit to his own understanding of the procurement process and the various products and service offerings available.

Several new EnergyQuote product options were of interest to Mr Balderson. These included; The Tracker Fund - a process of purchasing energy on a day-ahead basis and the Guaranteed Fund - a fund that eliminates much of the risk involved in the Tracker system

by establishing a fixed price.

It is this combination of the cost-saving, hassle-free and informative services provided by EnergyQuote to St Andrews Hospital that has contributed to the successful relationship the two parties enjoy, expenditure.

“we’ve completely absolved ourselves of monitoring contracts and passed that on to EnergyQuote.” – Rob Balderson, Project Manager

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