

# Electricity & Gas Contracts

**(Ealing) Schools Information Networking Group**

23<sup>rd</sup> February 2016

Kevan Walsh

CEO Zenergi

# Our Credentials



Meters  
supplied  
**4,727**

Total number  
of school  
clients  
**1,071**

Total spend  
**£57.96m**

Clients that have  
been with us for  
over 10 years  
**131**

Money we have  
saved on invoice  
validation since  
September 2013  
**£2,136,356**



Preferred supplier



# Current Position?

- Is everything OK?
- Or.....
- Poor information / communication?
- Comparisons on prices – how do you know you are getting best value? – Benchmarking; CFR data?
- Is billing OK?
- Provision of energy services?
- Lethargy / difficult to move / scare tactics?

*“We are in a time where history can meet opportunity”*

Sir John Jones, C.A.P.H. Conference 20<sup>th</sup> March 2015

# Prices & Purchasing

- Electricity rates between 8p/kWh and 12p/kWh
- Gas around 2.0p/kWh to 3.0p/kWh (caveat on S/C) – De-aggregation
- Check VAT rates; if Church, Foundation, Academy, Trust pay @ 5% - negates Climate Change Levy tax
- Beware if green taxes are included or pass through

# Your rights....

- **Local Authorities & Suppliers;**
  - Suppliers are bound by OFGEM & MRASCo regulations
  - TPI's soon to be bound by a OFGEM Code of Practice
  - LA not currently bound by these
- **Contract by acquiescence;**
  - Being told that “if we do not hear by “X” date we will roll you over onto a new 4 year agreement;
- **Would you buy a mini-bus and not know how much it costs?**

2010 08:17

01495-311944



For Enquiries contact:  
Telephone:  
Write to:  
For power failure:  
Write to:

OGC Team  
0845 300 4904  
Gadeon House, Exeter  
0800 0520400  
Lamby Way, Rumney, Cardiff, CF3 8EH

edf  
ENERGY  
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**Invoice Address**  
Blaenau Gwent Borough Council  
Brynmawr Comprehensive School  
Intermediate Road  
Brynmawr  
NP23 4XT

**Supply Address**  
Brynmawr Comprehensive School  
Intermediate Road  
  
Brynmawr  
Blaenau Gwent  
NP23 4XT

Amount £

## Billing detail

### Fixed Charges

Availability charge 300 @ £1.42/KVA  
Combined HH Data Charges  
Settlement agency fee  
Standing charge

£  
426.00  
18.00  
1.25  
65.05

510.30

### Consumption Charges

Unit charge-ALL\_OTHER  
Unit charge-DEC\_JAN\_PEAK  
Unit charge-NIGHT  
Unit charge-WINTER\_WEEKDAYS

### TOTAL FIXED CHARGES

Price per Unit	Total Units	Amount £
0.16753	5872	983.74
0.42414	3007	1275.39
0.14223	4820	685.55
0.17947	14572	2615.24

5559.92

### TOTAL CONSUMPTION CHARGES TOTAL ENERGY CHARGES

### Meter Reading Information

Meter Number  
K08D00921  
2100040881533

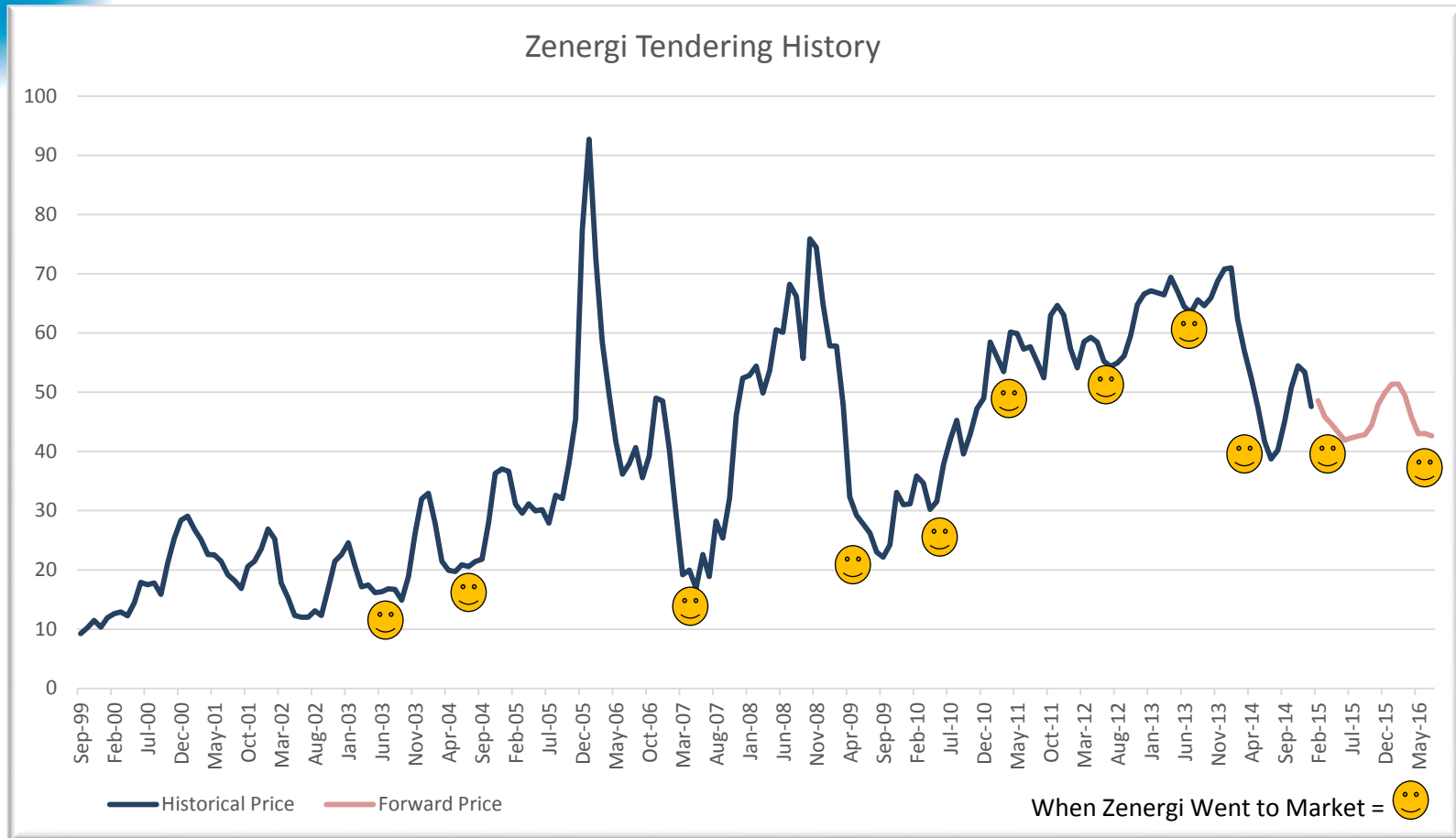
Rate	Unit Type	Units
FEB_NOV_PEAK	KWH	0
DEC_JAN_PEAK	KWH	3007
NIGHT	KWH	4820
ALL_OTHER	KWH	5872
WINTER_WEEKDAYS	KWH	14572
	MD	137
	KVARH	2560
	KWH	28271

meter reading

**zenergi**  
Positive energy  
  
**Types of Contract**



# When Zenergi Has Gone to Market to Provide Best Value...a DfE report



# So What Should You Be Getting?



- OJEU compliant energy procurement (where applicable);
- Analysis on a “per meter” basis with mini competitions. We don’t believe in a “one basket fits all” solution as there will be winners and losers;
- Contractual information providing options on budgets, preferential terms, contract rates and suppliers, Budget Plan, Green vs. Brown;
- Invoice validation to ensure no supplier errors and regular case resolution. To date Zenergi has saved £2.1m in the past 24 months for its’ own clients through invoicing errors!
- Dedicated account management meaning you speak to a real person with a phone answered within 3 rings – not wasting time hanging on the phone for suppliers;
- Some form of regular energy consumption vs. cost vs. forecast reporting and dedicated account manager to improve efficiencies and sustainability;



# monthly energy report

## A Sample School

### consumption & cost summary

You have 2 electricity meters and 2 gas meters currently with zenergi

this represents your total gas and electricity consumption (kWh)



**observations & recommendations**

**consumption**

I am delighted to report that the actual consumption matches the forecasted consumption from the contract quotations.

**supply capacity VS maximum demand**

You have 1 meter/s below the Agreed Supply Capacity for this month but looking at the meter history the maximum demand has been 14.0kva in January so would not recommend any action at this time.

**general comments**

It's great to see everything appears to be fine with your accounts this month!

the number of significant queries since you joined zenergi

resulting savings from these

£3,596.58

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- Some form of regular energy consumption vs. cost vs. forecast reporting and dedicated account manager to improve efficiencies and sustainability;
- Access to see someone local & regular attendance at conferences / SBM meetings.

# Fee Structure

Option	Option Title	Description	Commission Fee p/kWh
1	Procurement only	Access to Zenergi Framework and procurement function, including compilation of tender, undertaking procurement process and analysis of Quotations provided, along with provision of tender results in a clear manner. Provision of market intelligence leading up to tender included. One refresh to the tender prices is included in the prices shown.	0.03 p/kWh
2	Procurement & Dedicated account management	As per option 1 with the addition of Dedicated Account management service including invoice validation and invoice query resolution, basic summary report showing overall consumption and cost movements across each portfolio (i.e. NHH, HH & Gas)	0.06 p/kWh
3	Procurement, Dedicated account management & detailed cost & consumption reporting	As per option 2, with the addition of detailed cost and consumption reporting on monthly basis per meter point	0.075 p/kWh

# Next steps...

For your **FREE** utility Healthcheck, please provide the following:

- A signed Letter of Authority on the schools headed paper
- The most recent electricity and gas bill for each meter (even if a long time ago!)
- Email them to [bepositive@zenergi.co.uk](mailto:bepositive@zenergi.co.uk)
- Or call 023 8028 6300 and ask to speak to Alam or Chris

# Thank you for your time

*“Since moving to Zenergi from the local authority, I have never looked back. Kevan and his team provide a fantastic service and nothing is ever too much trouble.”*

Stephanie Leigh, SBM, Chatsmore Catholic High School

