



MOBILE TELECOMMUNICATIONS



FIXED LINE



PBX & NETWORKING



ENERGY



CONVERGED SOLUTIONS

Catalyst

Procurement, Audit, analysis and sourcing

Catalyst is one of the UK's largest independent utilities companies. They offer a complete business consultancy service offering bespoke utilities solutions and strategies for the management of commercial electricity and gas requirements. They evaluate business needs and work with their customers to find solutions that meet their immediate and future requirements. They can advise on day-to-day requirements and consider how their clients can maximise efficiency whilst lowering overheads and ongoing costs.

Three Services

We have three core services, each designed to increase value in different ways:

- Energy Procurement
- Invoice Validation
- Account Management

• Energy Procurement

Our energy consultant's work with your purchasing staff to advice on contract type and market conditions. Then we'll build purchasing strategies and action plans that will deliver lower total cost and reduced risk of supply chain failure.

• Invoice Validation

We can then provide monthly invoice validation services and liaise directly with your accounts payable department.

• Account Management

Your Account Manager will become your single point of contact for any queries.

~

Telephone: 0870 710 7560
Fax: 0870 710 7561

Why use an Energy Consultant or Energy Broker

As the UK energy market grows more complex, the independent advice offered by energy brokers and consultants helps many energy buyers find the right contract for their business. And with over 60% of UK energy now procured through energy brokers and consultants it demonstrates how strong this proposition has become. So why do so many organisations choose to use an energy consultancy firm such as Catalyst, rather than simply employing internal resources to fulfil their requirements?

There is a general acceptance in many organisations that, at a basic level, using consultants simply provides an independent and fresh approach to evaluating opportunities that can add value.

A 'fresh pair of eyes', with relevant experience of achieving tangible results in other organisations, can often uncover areas for significant improvement that may not have been previously identified. There is significant benefit in exploiting the breadth and depth of experience that consultancy firms accumulate as a result of working with many different organisations, yielding ideas, methodologies and approaches that can be applied to other circumstances.

But the major underlying reason that consultants are contracted is because the work relating to delivering change - be it reducing costs, increasing efficiency, improving quality or capacity - is almost always an 'up-front' activity rather than an on going basis.

Some organizations do adopt some ongoing consultancy, mainly in the provision of energy management, but again this relies on a sound fundamental foundation, which would highlight many short-term drivers for change. After this initial change, it becomes a simple case of monitoring solutions rather than inventing new ones.

The other key factor is supplier relations, as it is more cost effective for an energy supplier to manage a range of brokers who in turn manage a large portfolio of clients than having to manage the portfolio directly. This allows the suppliers to focus on the challenges of service and delivery of products, whilst the energy consultant can add value and additional support to the standard services offered by the supplier.

Key Benefits of Consultants

- Customers gain a true understanding of the complexity of the UK energy market and start to identify key areas for change.
- The company receives independent advice and recommendations that are achieved through years of energy procurement.
- Additional specialist key resources can be brought into a project from one single source.
- Additional levels of support can be implemented and managed through a single point of contact.
- Ongoing market intelligence can support the process for development and change.
- New solutions or products can be identified that allow more effective energy management and can also help to drive down costs.
- Renewals can be managed more effectively and the process for re-evaluation can be implemented ahead of budget requirements.

Catalyst Commercial Services Ltd

Kathleen House, 10 James Road
Tyseley, Birmingham, B11 2BA

Email: info@catalyst-commercial.co.uk
Web: www.catalyst-commercial.co.uk