

Case Study

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Ceramics Industry

The Challenge

The customer had a very significant energy spend due to the industrial processes that form part of their operation. The customer was finding it difficult to initially obtain prices from suppliers and was then confused about how to compare these varying offers when they arrived. They were also struggling to understand exactly how and when they used energy on site, and how this compared to the monthly invoices.

The Solution

We first took time to fully understand the customer's exact requirements and their business plans for growth over the coming years. We helped identify the key drivers for an energy contract and explained how this contract could be applied to obtain a suitable range of supplier offers. We calculated the annual consumption and agreed how this may change with the growth plans of the business. We then obtained a full range of supplier offers based on the company's appetite for risk and overall requirements. This included contract options for fixed and pass-through contracts. Next, we compared these options on a like-for-like basis, highlighting any pass-through arrangements that we felt were erroneous.

The Outcome

The customer secured a long term fixed price at an advantageous point within the volatile wholesale energy market. We were able to provide forecast budget requirements and obtain offers that were considerably better than the client had achieved. Additionally, we supplied the client with a monthly consumption report showing them how they used energy throughout the day. This document was an invaluable tool that we used it to validate the customer's invoices each month.



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