



## A-Z Utility Brokerage



Dear Sir/Madam

## **We are an A-Z Utility Brokerage Company**

What does this mean?

We will do all of the data collection on your behalf (contract end date, estimated annual consumption, account status, usage patterns, site organisation and verification).

Once all of the data and organisation is complete, we will use your site stats and tender with all licensed UK suppliers to achieve a bespoke quotation that best suits your business needs. A bespoke quote will provide you with a price that has no unnecessary risk margins from suppliers to mitigate volatility on their end.

With every licensed supplier, we have a dedicated account representative that will work with us in achieving the best rate and resolving any issues that you currently may have.

If you have any future issues such as meter charge requests, capacity charge reduction, billing issues or even calling in readings to receive an amended bill, I will be your first point of contact and will deal with the matter for you. You will have my direct line and full access to our resources.

When we tender your accounts, we will work with the selected supplier representative to provide a quotation that will include suggestions on which way to form the agreement that will most benefit your business amongst the current market situation. This should be done with every business and every agreement that is tendered in the UK. If you are not doing this, it is my privilege to improve the effectiveness of the tendering process which in turn will improve the profitability potential of your business.

We do not guarantee to beat the current rate you are paying, what we do guarantee is to provide the best rate for your renewal and have no objection in proving our ability by competing against yourself or your current broker.

We care about your costs because it affects your profit.

We will improve profit through the following services.

## Electricity, Gas and Telecoms Procurement

**Heron**Energy offers a comprehensive electricity, gas and telecoms procurement service for clients seeking price, fixed term contracts in addition to taking care of flexible contract purchases.

After detailed preparation and analysis of a client's data, our tenders invite every UK energy and telecoms supplier to submit a proposal that meets our client's individual requirements. We fully manage the contract renewal process from start to finish, providing informative and concise reports.

We review each offer as it is received, evaluating the terms against those from other suppliers. Although cost is an important factor, we also consider the proposed terms and conditions of any contract.

Our approach to tendering is extremely flexible and the sites we look after are price-tracked on a daily basis, enabling us to identify prime opportunities to secure volumes, based on market improvements.

After the tendering process is complete, we check that all sites and meters are registered correctly and offer an invoice validation service to ensure that the correct energy rates have been applied.

## Flexible Contract Management

Flexible contracts are an alternative way of pricing wholesale energy to manage risk. Companies with sizeable utility spends are eligible for flexible products, whereby their risk exposure is spread.

**HeronEnergy** helps companies to select flexible purchasing options that best meet their business requirements. We agree the rules of engagement around their strategy, setting triggers for individual purchases and sell backs if applicable.

We provide live position reporting detailing fixed and open positions and daily commentary on market conditions. Market visibility is key in the successful management of flexible contracts.

**HeronEnergy** works closely with suppliers to benchmark the latest flexible products available in the market. We are able to tender and negotiate flexible contracts on our clients behalf and tailor specific products with suppliers to our clients needs.

## Risk Management

**Heron**Energy assists in qualifying a company's attitude to risk.

We help put together robust risk management strategies on behalf of our clients, involving key stakeholders within their business.

Each risk strategy is tailored to specific business requirements, ensuring that we are operating within predefined limits.

Risk strategies are reviewed with our clients regularly based on market conditions.

## Market Intelligence

We constantly monitor utility prices on our clients behalf helping them to make sense of market trends.

Our assistance in the interpretation of markets makes the difference between a traditional reactive approach and the development of a proactive strategy.

We pass on our knowledge of the market to clients, but we also actively interpret that information in terms of what it means for them and their position.

All clients can opt to receive regular market updates on the oil, emissions, gas, electricity and telecoms markets. This information can provide much needed clarity on some of the complexities involved.

HeronEnergy clients have access to the following reports and reviews, subscribing to the reports they find most useful for their specific requirements:

- Daily price reviews
- Daily market comment
- Weekly price reviews
- Weekly market comment
- Mid-monthly reviews
- 'The Knowledge' quarterly review
- Special reports

All of the reports above are available by request.

## **'Insight Manager' Reporting**

'Insight Manager' is our management reporting service, which provides clients with an invaluable monitoring and targeting solution to effectively assess their energy and telecoms strategy.

We can provide various reports analysing utility usage at individual sites. It offers a simple but powerful technique for identifying inefficient performance and eliminating waste.

## Market Intelligence

Our Account Managers help their clients to understand how each report works and are on hand to highlight any areas of concern, recommending appropriate solutions.

Reports include:

- Half hourly energy consumption
- Daily analysis
- Load factor
- Power factor
- Weekly consumption
- Maximum demand

## Utility Solutions

As major user increasingly focus on energy efficiency linked to environmental issues, wastage and volatile prices, utility management has become an integral part of our comprehensive service offering.

We also offer support and advice in the development of renewable and 'green energy' in line with some of our clients corporate and social responsibility policies.

All **HeronEnergy** clients are offered ongoing Utility Health Checks detailed assessments to determine energy efficiency within a company.

We offer a whole range of solutions to potential problems identified in the intimal utility health check from measuring how effectively power is being consumed, to understanding and benchmarking where energy is used on site.

We can offer advice and provide guidance on the following areas of utility management:

- Climate change levy applications
- Sub-metering
- Available supply capacity
- Power factor
- Load factor
- Enhanced capital allowance schemes
- High voltage maintenance
- Thermal imaging and electrical testing
- New connection

## Utility Solutions

I am sure that you can see how our service might benefit you in securing the most competitive rate on the market for your electricity, gas and telecoms contracts, and since our our service is at no direct cost to you and you are not obligated to us in any way, you have nothing to lose and everything to gain.

Thank you very much for your time and i look forward to working with you in the future.

Yours sincerely

Steve Rooke

**Heron**Energy

Heron Energy Limited

9 Cedar House 35 Melliss Avenue, Kew, Surrey, TW9 4BG

08449028580

[info@heronenergyltd.co.uk](mailto:info@heronenergyltd.co.uk)

