



In partnership  
with  
utilitywise

# UTILITY BILL OPTIMISATION

*Create cost certainty, ensure bill accuracy and unearth hidden savings with our integrated bureau solutions for energy and water.*





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# *Our integrated bureau solution takes away* **THE UNCERTAINTY**

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## **KEY CHALLENGES YOU MAY FACE**

- Feel like energy and water costs are fixed and can't be actively managed
- Want to lower energy costs but don't have a clear understanding of what you use, when you use it, or how you're charged
- Jargon and terminology are barriers to improving your situation
- Obtaining timely and accurate usage data is difficult
- No time or internal resources to analyse bills and data
- Unsure each month if your bill is correct
- Hard to budget for energy and water into the future
- Reporting on your usage for legislative requirements like ESOS or CCA is a burden
- Unsure where you need to focus to make savings

## **TACKLING BIG DATA WITH INTERNET OF THINGS (IoT) TECHNOLOGY**

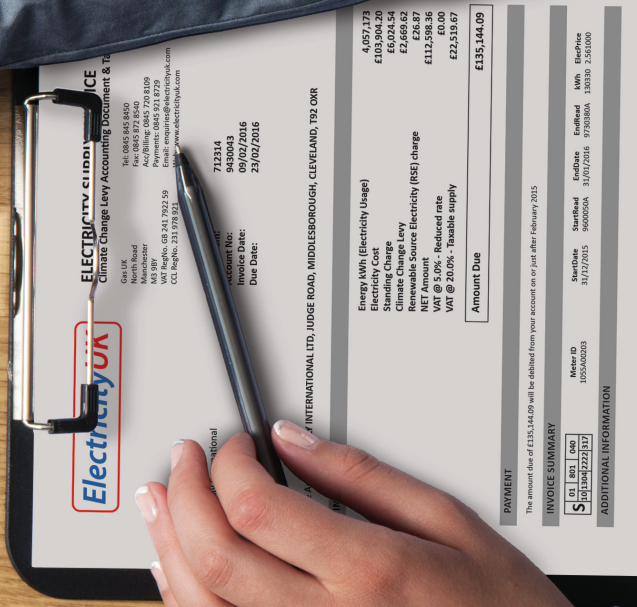
*Transform big-data into real-time energy insights; saving energy costs and carbon.*

Efficient energy management can happen anywhere at any time; energy data and analytics need to be available in real-time, 24/7/365.

Our cloud software, apps and services are all the utility management tools and features you need to meter, monitor, control, report and display your building's utility management activities. You have the power to view your data across multiple devices from desktop to smartphone; providing access anytime, anywhere.





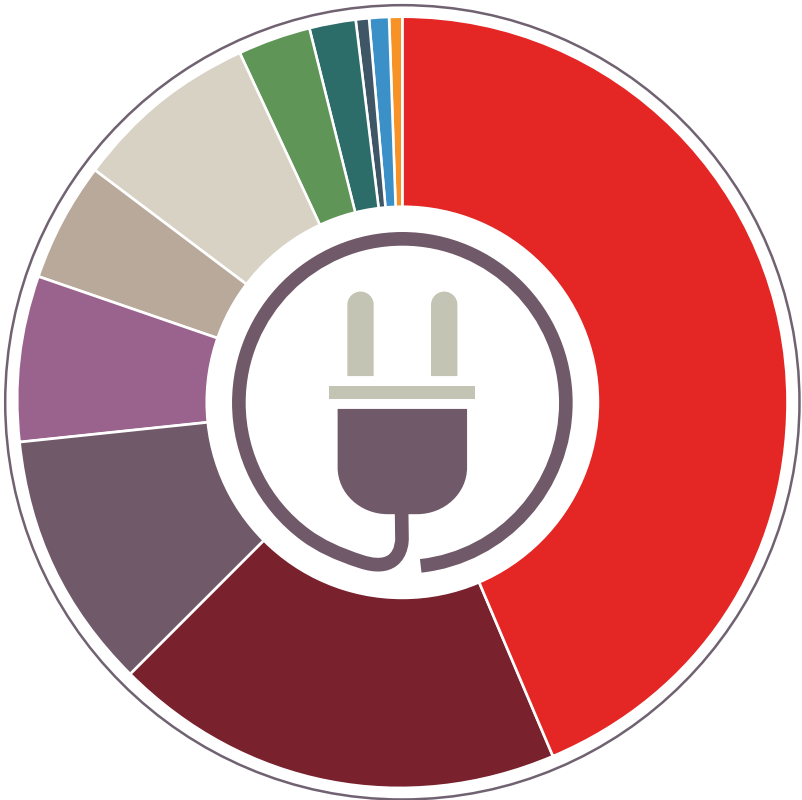
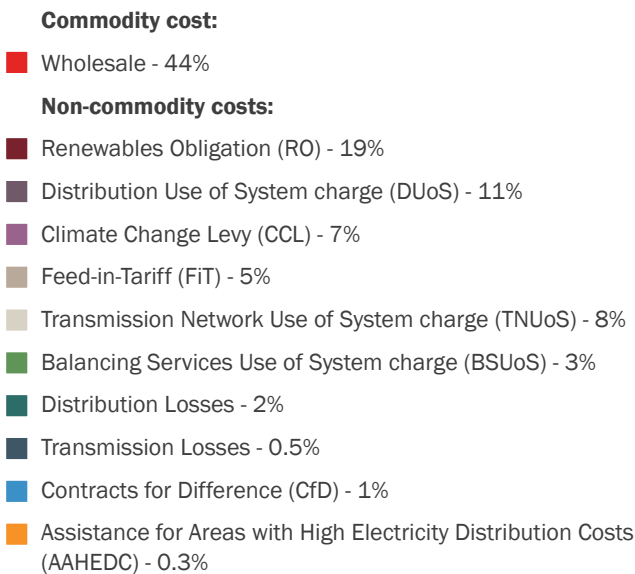




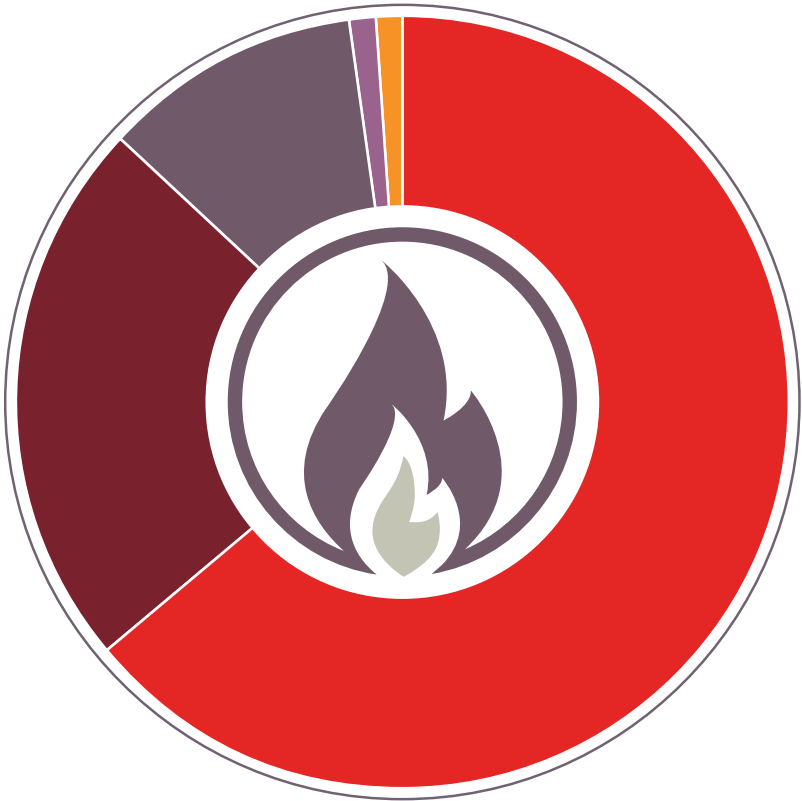
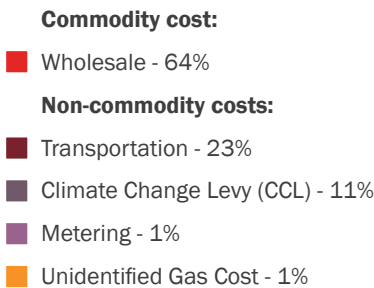
# YOUR BILLS EXPLAINED

A breakdown of what's in your electricity and gas bills.

## Electricity Costs



## Gas Costs





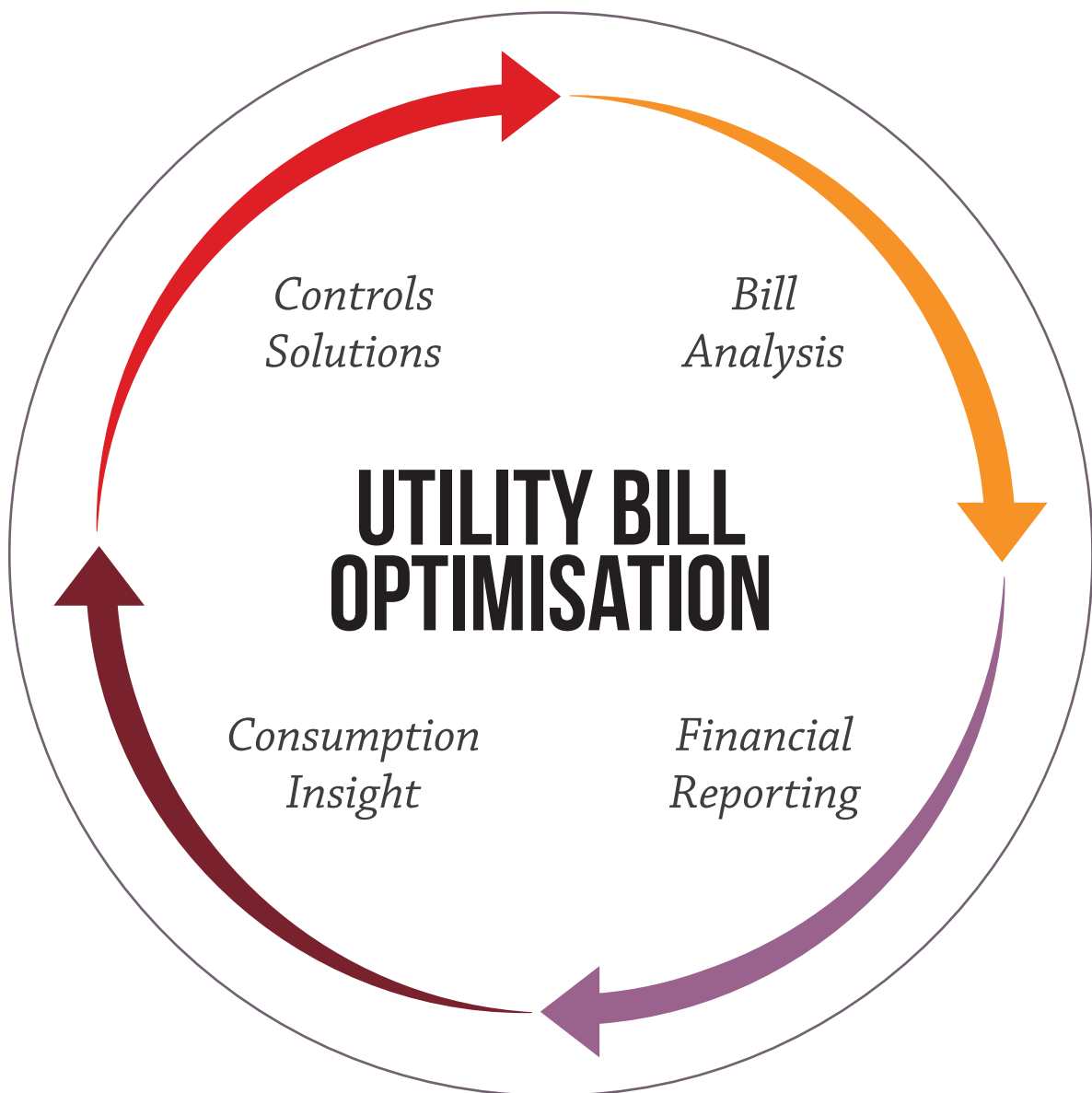
# OPTIMISING YOUR BILLS AND USAGE

*Utility Bill Optimisation is a term we use to describe a wealth of services, reports and analysis we can offer your business.*

It starts with collecting all your energy and water data, validating each bill you receive and including overcharges. Whilst many consultancies stop there we go much further.

We can provide a number of financial reports to help you better budget and plan ahead, considering any site or tenant charging requirements. At the same time our team can also drill into the detail of your usage. With our expertise and powerful analysis tools we deliver valuable insight into errors and anomalies to identify wastage that can uncover hidden cost, carbon and consumption savings.

There are four key elements to our solution:





# BILL ANALYSIS

To ensure the accuracy of your bills to avoid overpaying, we have the capability and expertise to validate every element of your invoice every month – even before you pay it if you prefer. We can also analyse historical bills on your behalf.

Every element of each invoice will be checked down to the last penny so you can be sure you only pay for what you use.

## ✓ Bill Validation: Pre-payment

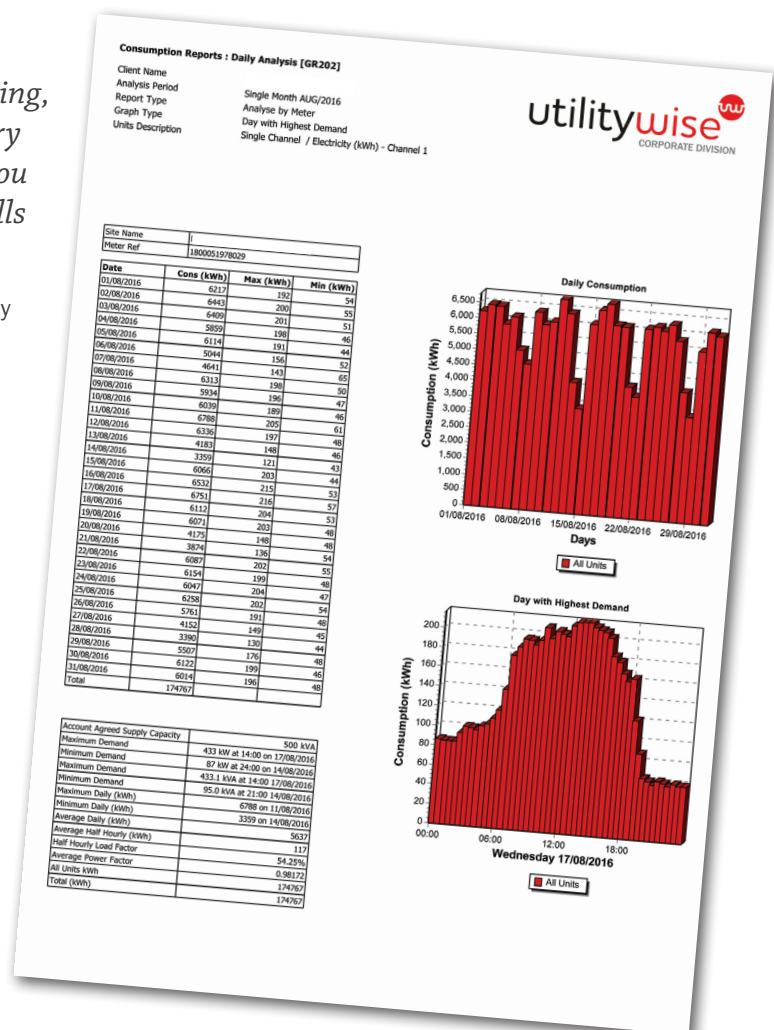
Your invoices are checked within five working days prior to the payment due date ensuring that any discrepancies are corrected by your supplier. This service delivers a quick turnaround of any issues, helping with financial planning and providing reassurance that you only pay for what you use.

## ✓ Bill Validation: Post-payment

We check your invoices within six weeks of receipt, on a monthly or quarterly basis. We work to an agreed tolerance level and liaise with both you and your supplier to acquire either a rebate or a credit/debit on your next bill.

## ✓ Bill Validation: Retrospective

We validate your bills going back up to six years. The invoice batch can cover specific years and/or specific sites. Any discrepancies in your energy billing will be identified and your supplier held accountable. We liaise with your supplier to acquire a rebate if necessary, ensuring that you are kept informed throughout the process.



Demo Company

UTW Invoice Validation Summary

Site Name	Account Ref.	Invoice Number	Period Start Date	Period End Date	Utilitywise Net Cost (£)	Invoice Net Cost (£)	Variance (£)	Variance (%)	VAT (£)	Utilitywise (kWh)	Invoiced (kWh)
Demo - Uppingham Road	D5980002DEMO	LGULGL8X	02/03/2016	31/03/2016	£ 3,049.98	£ 3,060.63	£ 10.65	0.3492	£ 612.13	26,951.0	26,951.0
Demo - Kingstanding	N3770018DEMO	LGULGLXJ	02/03/2016	31/03/2016	£ 3,163.91	£ 3,163.72	£ 0.19	0.0000	£ 632.75	31,161.0	31,161.0
Demo - Ayr	L7680030DEMO	LGULGLYS	02/03/2016	31/03/2016	£ 3,302.23	£ 3,302.05	£ 0.18	0.0000	£ 660.41	33,793.0	33,793.0
Demo - Whitley Bay	L7682228DEMO	LGUJ487V	02/10/2015	01/11/2015	£ 2,592.17	£ 2,592.46	£ 0.29	0.0112	£ 518.49	25,753.0	25,753.0
<b>Totals</b>					£ 12,108.29	£ 12,118.86	£ 10.57	0.4822	£ 2,423.78	117,658.0	117,658.0



# FINANCIAL REPORTING

*If you work in finance, or report to your finance team, then you need accurate and reliable data. This is where we can support you. From long-term budgets per site to payment files and tenant billing, we have a host of solutions that can be adapted to your needs.*

## ✓ Budget Forecasting

Energy budgets are challenging to calculate due to the various rates and charges required in order to build up a budget cost. We are able to calculate budgets for each of your sites using historical consumption, your supplier contract and published charges. Our team also provides you with a report detailing your performance against budget, both financial and consumption, on a monthly and year to date basis.

## ✓ Accruals

We'll deliver a report detailing the cost and consumption for each period using actual consumption data (and estimated consumption where actual data isn't available). Costs are calculated using the current contracted and published rates which are applied to the consumption calculated for that month.

## ✓ Payment Files

We can provide you with a file containing invoice information compatible for automatic upload into your accounting system.

## ✓ Cost Reporting

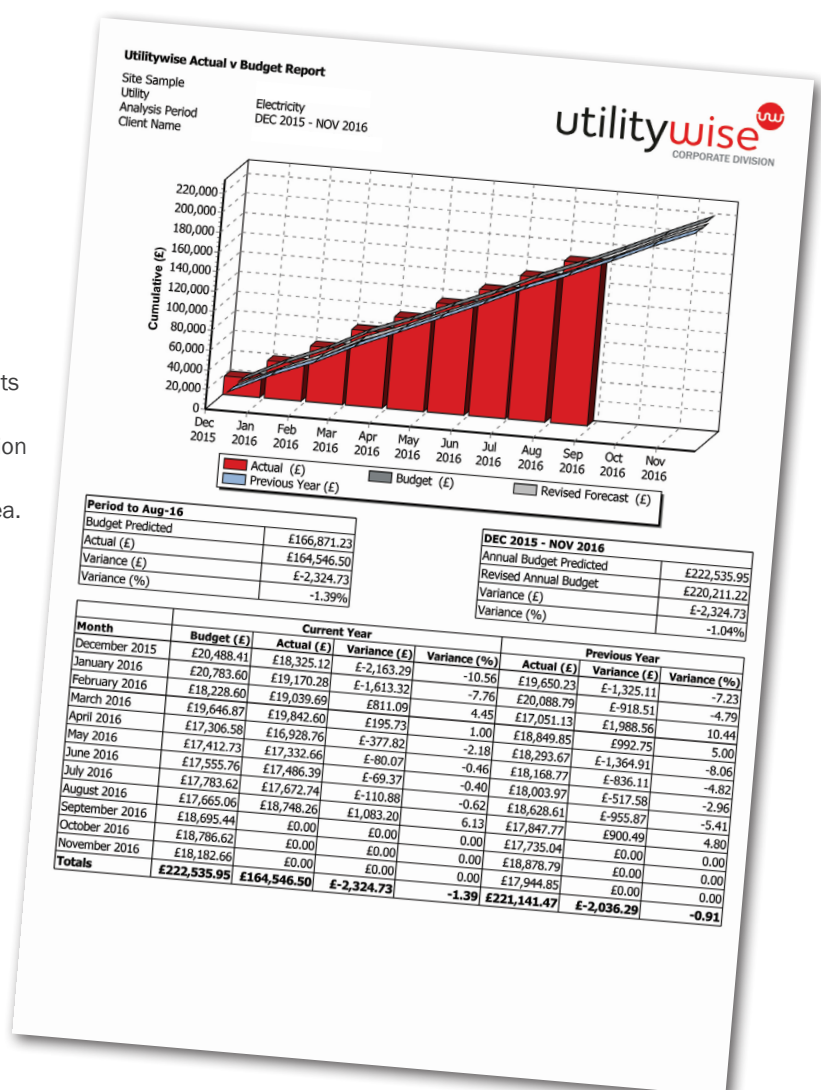
We will provide cost reports detailing current and cumulative spend. Comparisons will be made against the previous week, month and year. We also create league tables ranking sites against each other.

## ✓ Tenant Billing

Our expert team create and distribute utility bills to your tenants and provide a summary recharge report for you detailing the costs and consumption calculated for each tenant. Consumption is calculated using sub meter data, meter reads or by apportioning consumption on a percentage basis e.g. floor area. Tenant invoices can be produced within 10 working days of receipt of your supplier invoice.

## ✓ Long-Term Price Forecast

This report details delivered pricing for the next five years and even demonstrates the growing proportion of non-commodity costs. The report is ideal for all energy users and can be referenced when making critical business decisions. The forecast is available in two formats, generic and bespoke, and its supporting text can be used to underpin, explain and justify investment opportunities.





# CONSUMPTION INSIGHT

*We transform big-data into energy insights; saving you energy costs and carbon emissions. Our mix of expertise in energy markets, billing and controls is the perfect combination. We know where to look so you can unearth hidden savings opportunities through load shifting, load shedding and capacity reviews.*

## ✓ Consumption Data Collection

We collect your electricity, gas and water data from whatever meter you have on site. Once received we can identify and resolve any missing data issues or queries.

## ✓ Consumption Reporting

We provide access to user-friendly consumption reports detailing current and cumulative usage. Comparisons can be made against the previous week, month, and year, out of hours or square footage. You can also rank your sites against each other.

## ✓ Capacity Review

We have created a service to help clients review and make positive changes to their current capacity levels for electricity and gas. Our team will analyse your consumption over a two-year period and make recommendations indicating potential savings and opportunities available to you. We can then fully manage the process to ensure any agreed changes are implemented promptly.

## ✓ DUoS Analysis

These charges relate to the delivery of energy from the grid to your meter. During peak times these charges can soar and proportionally have a significant impact on your bill. Our knowledgeable team can analyse your costs and consumption within the DUoS time bands and highlight potential savings based on a specific load shifting value/percentage.

## ✓ Triad Analysis

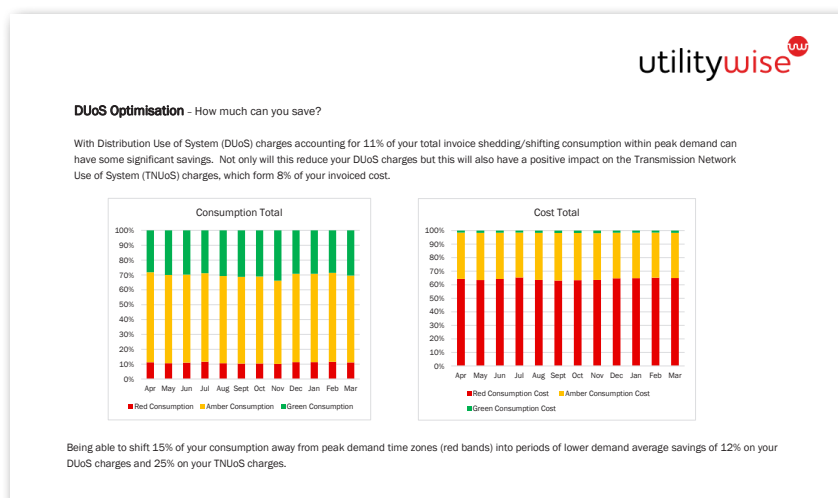
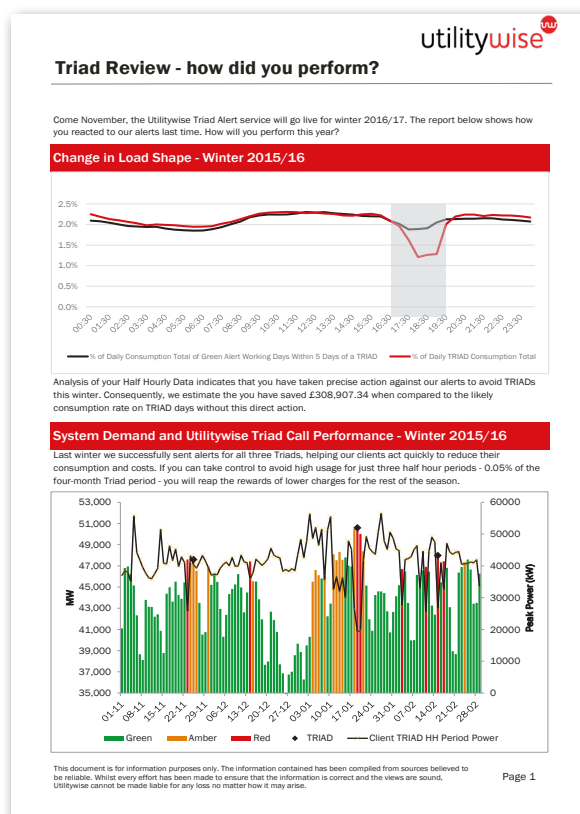
We've got an excellent track record when it comes to delivering Triad alerts so our clients can minimise the impact on their electricity costs. Our report can go one-step further though; it can analyse your usage on Triad dates to demonstrate opportunities for load shifting during these times to reduce your annual Triad costs.

## ✓ Load Management Analysis

We can analyse the potential for cost and consumption savings related to electricity load management. Savings can be achieved by identifying opportunities to load shed (cut consumption) or via load shift (moving consumption), so usage takes place when charges are lower.

## ✓ Degree Day Data Analysis

We have access to detailed weather data that allows us to report on how temperature will affect your sites energy profile.





# CONTROLS SOLUTIONS

*We help you take control of your consumption and improve your energy efficiency by giving you 24/7/365 access to vital energy data and analytics.*

## ✓ IoT, BeMS and Controls

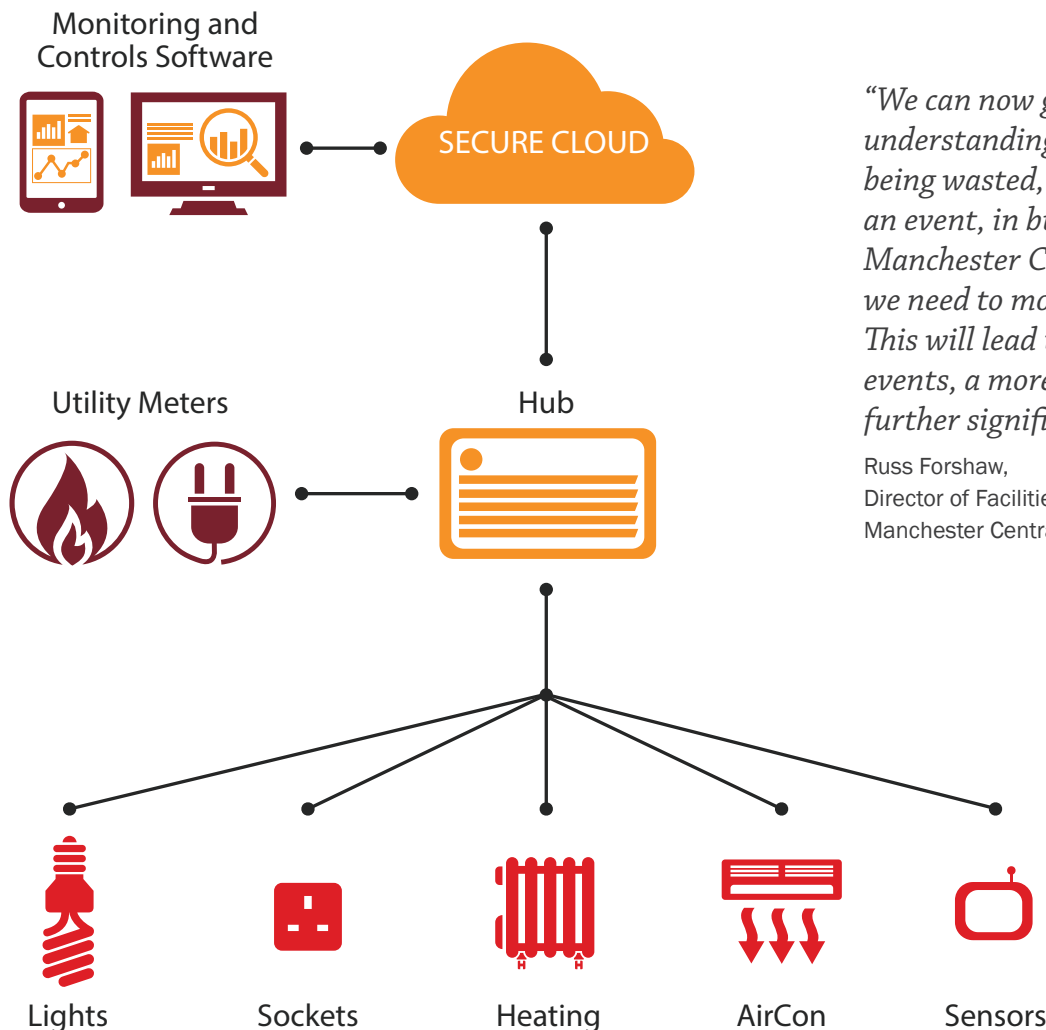
You can access real-time data on the move with our handy apps and mobile-friendly intelligent cloud-based software. Our energy engineered solutions ensure you can keep business as usual while our systems constantly work to control and regulate energy intensive equipment such as heating, cooling and lighting. Having such control can lead to quick and sustainable cost and usage savings.

## ✓ Tailored Alerts

We set up bespoke alerts for your business based on a number of algorithms and control settings. This allows you to benefit from automatic alerts that can save you money while you concentrate on your day-to-day, business critical activities.

## ✓ Building Optimisation

Through our Operations Centre, our intelligent building solutions team can optimise your sites assets without impacting their performance. In fact, we help your building work better for you. By improving maintenance, lowering licence fee costs and creating a connected strategy for your sites we can cut costs and it's not just limited to energy.



*“We can now get an excellent understanding of where energy is being wasted, whether that’s during an event, in build or breakdown. Manchester Central operates 24/7 so we need to monitor energy 24/7. This will lead to more sustainable events, a more sustainable venue and further significant energy savings.”*

Russ Forshaw,  
Director of Facilities Management,  
Manchester Central



## PROOF OF PERFORMANCE

*We have a proven track record analysing utility bills and consumption to uncover hidden savings. Our recent performance speaks for itself, we have saved;*

- A large energy user £2.6m in recovered revenue since 2006
- A family holiday specialist £393,000 over three years
- A global oils group £89,829 due to incorrect charges
- £404,191 over a six year period for a frozen food retailer relating to gas, electricity and water invoice errors
- £857,000 over six years for a food manufacturer with 16 sites
- £125,682 for a charity shop chain due to gas invoice errors, charged over 75 sites over three years

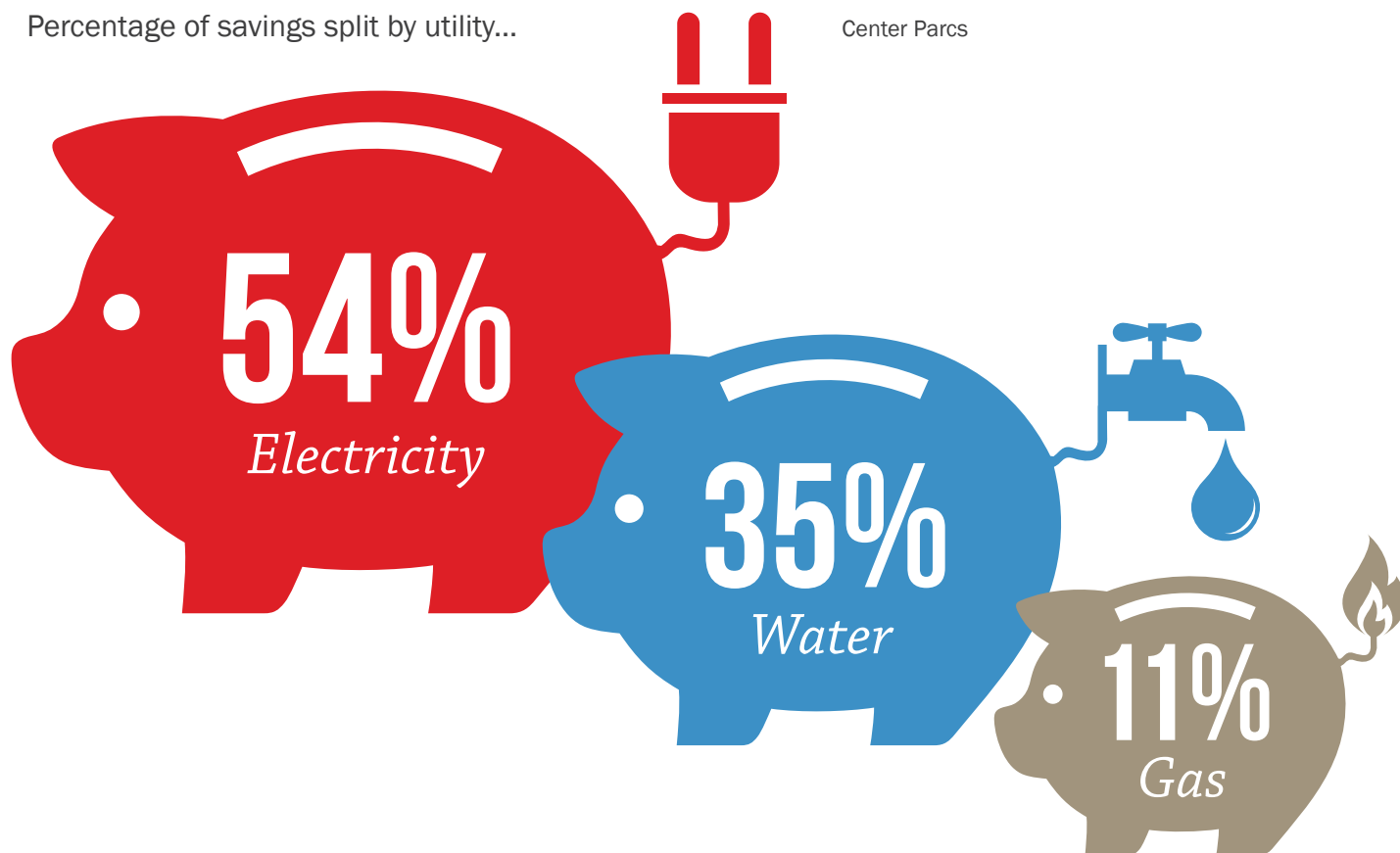
In our 2015/16 financial year we...

- Checked 25,204 half-hourly electricity bills, 8,083 non-half hourly bills, 8,627 gas and 743 water bills
- Managed invoices that had a total spend of £233,069,270
- Reclaimed £658,848.38 for clients
- Identified and achieved Capacity Analysis savings of £244,244

*“The [Utilitywise] Data Solutions team manages all Center Parcs billing queries and the results so far have been excellent. To date, [Utilitywise] has recovered thousands of pounds for us by identifying incorrect charges for our half hourly electricity and gas sites.”*

Center Parcs

Percentage of savings split by utility...





## FURTHER READING

*At Utilitywise we're here to support you with uncovering savings to boost profits and save you valuable time, money and effort. Other publications you may benefit from reading include:*

- **EMR, DSR and everything in between**  
Find out how the Electricity Market Reforms affect your business
- **The A-Z of your Flexible Invoices**  
A handy explanation of all your charges and how you can lower them
- **P272 guide**  
Discover the opportunities created by this industry change







*Wholesale energy prices are volatile and non-commodity costs (NCCs) are increasing. Our in-house analysis shows that by 2020 NCCs will account for the largest portion of your energy bill at 54%.*

*Your business can take control of costs and lower your spend with our Utility Bill Optimisation solutions. To find out more call 0333 000 0131  
email [partners@utilitywise.com](mailto:partners@utilitywise.com)  
or visit [www.utilitywise.com](http://www.utilitywise.com)*



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