



Intelligent energy procurement

Specialists in energy purchasing and management



ENER-G Procurement Limited

Intelligent energy procurement

Procuring gas and electricity in the ever-changing energy marketplace is a complex task. Buyers face many challenges, including local and international supply dynamics, market liquidity, credit constraints and diverse contract structures, from simple fixed price to risk-based flexible contracts.

ENER-G Procurement works with customers from a wide range of sectors to develop optimum purchasing strategies.

As an independent broker, we offer expertise and knowledge accumulated from 15 years in the energy procurement industry.

We have proven experience securing the best procurement terms possible to meet our customers' aspirations, whilst offering a wide range of related specialist services that can identify further cost reductions and improve utilisation efficiency. These services include energy and water consultancy, invoice validation and resolution, Smart Metering and online monitoring and analysis of consumption data.

Buying energy involves much more than securing the best price. ENER-G Procurement works closely with customers to understand their needs and provide a procurement solution that meets their key objectives, whether based on risk appetite, budget constraints, green energy requirements or Corporate Social Responsibility demands.

Ultimately, we provide an innovative portfolio of services to help our customers procure and manage their energy.

Products and services:

Fixed price energy supply contracts

Flexible price energy supply contracts

Buying consortiums and baskets

Green energy

Risk management

Market intelligence

Dedicated account management

Metering solutions and data management

Bureau services

Invoice resolution

Supply contracts management

New supplies and upgrades

Fixed and flexible purchasing

Fixed energy procurement

Fixed price energy purchasing allows organisations to agree a fixed price today, for future delivery of their contracted energy volumes. The agreed fixed price then lasts for the duration of the contract, which can be 1, 2 or 3 years.

Fixed price contracts give customers peace of mind and confidence in their budget projections, provided actual consumption remains within contracted levels. They are also less administratively demanding and suitable for customers who are risk averse and require stability.

Despite this, fixed price contracts still carry an inherent risk, derived from the timing of purchasing decisions and dynamic market prices. A strategic approach is therefore still a necessity. By utilising our knowledge of future market trends and following a pre-agreed risk management strategy, we can ensure our customers' objectives are fully met.

Flexible energy procurement

Flexible price energy purchasing offers greater freedom than fixed procurement.

By purchasing gas and electricity on a timely basis throughout the term of an energy contract, customers can take advantage of wholesale price movements and spread their risk.

Flexible procurement is a complex buying process. The ENER-G Procurement team invests time with our customers to explain the associated benefits and risks and provide the necessary support so they can make informed decisions.

Central to this is the development of an Energy Risk Management Strategy (ERMS). This defines the framework and parameters to ensure customers have full control and confidence over their procurement strategy.

Informed decision-making

The ability to monitor market prices is essential to intelligent fixed and flexible purchasing.

By tracking real time market prices, using advanced ENER-G Risk Manager™ software, and utilising in-depth market intelligence, our team generates the most informed picture of the energy marketplace available. This identifies the best time to buy, reducing risk and ensuring energy is purchased at the most advantageous price.



Risk management

Wholesale energy markets are dynamic and trading environments are subject to great volatility and liquidity. Our risk management approach focuses on identifying and quantifying the threats posed by the energy marketplace and ensuring a robust approach to mitigate them.

Energy Risk Management Strategy (ERMS)

In order to judge the optimum balance between risk and opportunity, the ENER-G Procurement team works closely with customers to discuss their objectives, constraints and preferred approach to the buying process.

By developing a formal ERMS, customers are clear about the principles and protocols underpinning their purchasing strategy, including:

- Appetite for risk
- Route to market
- Implementation of supply contract
- Budgetary constraints
- Authorisation process

Ultimately, the ERMS forms the framework for procurement decisions as the contract progresses.

ENER-G RiskManager™

Our proprietary, real time risk management software, ENER-G RiskManager™, is central to achieving optimised energy procurement results; delivering transparency, accountability and sustainability. By constantly monitoring the main trading platforms, we have continuous access to live market prices.

ENER-G RiskManager™ acts as a control mechanism, ensuring each ERMS is executed inside the agreed parameters, reducing risk and allowing us to secure optimum purchase prices for customers. It is also a record manager and auditor for our customers' energy prices and purchasing decisions. This critical data is stored permanently and can be accessed at anytime.

Benefits:

Mark-to-market measurement

ENER-G RiskManager™ tracks portfolios in the marketplace in real time. By continually updating the values of both the energy that has been purchased, alongside the energy that has not yet been secured, it provides the most accurate picture of where energy procurement stands against a given budget.

Limits management

This detailed limit management facility provides alerts, via SMS or email, when there are changes in the marketplace that come close to budgetary or other specified targets/limits. This helps the control of buying activity, assists adherence to pre-agreed risk management strategies and helps defend declared/provisional budgets.

Value at Risk (VaR)

VaR is a mathematical positioning tool that uses historical pricing data to estimate the range of future price fluctuations over a given period of time. VaR measures the risk of price volatility looking forward and allows users to make quantitative decisions about when to buy.

Reporting

ENER-G RiskManager™ can create a variety of reports centred around the measurements and controls utilised in the system. A list of all purchases is recorded, providing total transparency and a valid audit trail.

Service benefits

Optimal market timing

Deciding on the best time to buy gas and electricity is a critical part of energy purchasing. With wholesale energy prices subject to constant fluctuation, this is a complex decision to make.

The ENER-G Procurement team has an in-depth knowledge of the UK supply market and analyses market intelligence information to ascertain the drivers affecting price volatility.

Using live market information, we continuously monitor the real time market prices to identify the lowest at any given time, thus allowing us to act during the optimum purchase period.

Negotiation

The ENER-G Procurement team has proven experience compiling the necessary data to approach the supply market and search out the best contracts through established contacts and connections.

We negotiate the best price and contractual terms possible, ensuring the finer details are not overlooked.

Account management

ENER-G Procurement takes pride in the depth and longevity of our commercial relationships, boasting an exceptional account management service and consequently high customer retention rates.

In addition, customers receive daily market information and can have access to a wealth of supplementary services, including metering and data management and invoice resolution.



Green energy

Despite green energy terms being subject to regular amendments by suppliers, we can often obtain cost neutral supplies (compared to brown alternatives), which can be particularly attractive to companies looking to raise their Corporate Social Responsibility profile.

As part of the ENER-G group, ENER-G Procurement offers a wide range of energy efficient technologies and green and sustainable power generation solutions. We are able to deliver an end-to-end service, from the development of a 'green energy' strategy, to the commissioning of sustainable energy solutions.

By identifying affordable and practical green energy solutions, our customers can benefit from:

- Exemption from Climate Change Levy charges
- A boosted reputation
- Enhanced green credentials



Added value

Market intelligence

It is becoming increasingly important for all organisations to understand and react confidently to the energy marketplace.

Our market intelligence team is expert at researching and monitoring the global energy market, providing analysis and commentary on economic, political and legislative developments.

We produce a variety of market reviews, including daily, weekly and monthly reports and deliver them directly to our customers' desktops.

Metering and bureau services

As part of the Energy Management Division of the ENER-G group, ENER-G Procurement offers a wide range of metering and data management solutions and bureau services.

Our bureau services team looks after the validation and payment of utility invoices, resolving any errors on behalf of customers. This allows them to focus on their core business activity.

ENER-G's metering and data solutions specialists have the expertise and tools to automatically collect, monitor and manage consumption data.

Using advanced energy management software customers can monitor energy usage, identify waste and highlight areas for improvement.

Our team is expert at advising on ways to utilise aM&T tools, optimise efficiency and reduce costs.



About ENER-G

ENER-G delivers sustainable energy solutions and technologies on a business-to-business basis worldwide. Established in Salford, Greater Manchester in the 1980s, the company offers complete solutions for all commercial and industrial energy requirements, ranging from the efficient generation of energy, to the management and control of consumption.

ENER-G Procurement is part of the Energy Management Division of the ENER-G group. Together we provide holistic energy management solutions, including energy procurement, independent energy consultancy, metering and data management, bureau services and energy-saving technologies, such as high efficiency lighting, air conditioning and building energy management systems.

Across the ENER-G group our services include sustainable technologies, such as heat pumps, cogeneration, energy from biogas and energy from waste. We can also offer flexible finance models, offering access to our energy solutions without the up-front capital expenditure normally required.

ENER-G is 100% dedicated to the development of its products and markets and over the years has seen rapid growth, both organically and through acquisition, to achieve a strong global presence within the energy industry. Currently ENER-G operates in the UK, the Netherlands, Norway, Poland, Hungary, Lithuania, Spain, Italy, Romania, Mexico and South Africa, with partners across the globe.



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