



# Client Case Study

## Premium packaging company achieves consistent value vs. Beond's competitors

### Our Client

Charpak Ltd design and manufacture recyclable thermoformed rigid packaging for food, automotive, electronics & engineering, industrial & commercial, and premium alcohol and luxury packaging.

With over 30 years in the food and drinks industry Charpak's innovative ideas-based design has enabled a revolution in how fragile foodstuff are produced, transported and handled.



### Our Challenge

Enlisted by Charpak in 2009 Beond were tasked to find procurement and energy savings in an increasingly complex marketplace.

Beond have also been tasked with helping recent expansions for Charpak and ensuring that contracts are suitable for Charpak's energy needs.

**Beond**

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**Pushing the  
boundaries in  
energy design**

## Our Objectives

Our service is based on delivering the best prices to Charpak whilst finding opportunities to save money through optimising their portfolio:

- Contract management.
- Supplier issue resolution including managing objections.
- KVA analysis.
- Utility and infrastructure and new connections advice.
- Energy efficiency and renewable technology guidance.
- Solar and battery tender exercise.

## The Results

Beond have continued to deliver high level account support to Charpak over our 9-year relationship.

Beond has achieved up to 7.5% improvement against prices provided by alternative sources. Beond have run over 42 bespoke energy e-auctions over 9 years, receiving in excess of 450 supplier bids.

Helped facilitate a solar and battery tender proposal for Charpak's main site of operations. Provided impartial advice on technology options and strategies and gave final recommendations and saving opportunities.

## Testimonial

We have been using Beond for many years as they give our business the confidence that the electricity and gas contracts are being handled in a professional and timely manner. Since our 3-year contract came to an end this year the price of electricity has risen dramatically however Beond advised that we should consider other options before just renewing for a further 3 years. We took their advice and I am pleased to say we have a better deal now than just renewing. Since then we have acquired additional premises and Beond have just completed our contract with a further energy supplier which we have accepted. We look forward to continuing our relationship with them over the coming years.

**Paul Smith – Managing Director - Charpak**

**For further information about any of our services please call Beond on 0208 634 7533 or email [info@beondgroup.com](mailto:info@beondgroup.com)**

## About Beond

With over **500** major energy consumers under our management we have an excellent track record in delivering measurable success.

### 9-Year

Our Partnership with Charpak, delivering real value

### 7.5%

Year-on-Year savings delivered Vs. benchmark prices

### 42

Bespoke energy eAuctions run

### 100%

Monitoring of market conditions and advice on timing to market

### 100%

Dedicated and resourceful Account Management

### 6

Additional areas of Service delivered by Beond