



Client Case Study

Beond delivers 30% savings on new site connections for trendiest hotel in the world

Our Client

Twice voted Trip Advisor's "trendiest hotel in the world" and offering its guests affordable luxury, Citizen M is a fast growing innovative global hotel chain with two operating London hotels and three more to be completed by the summer of 2016.



Our Challenge

In 2014, Beond were asked to help Citizen M reduce costs on a new £30m hotel to be built over the exit hall of Tower Hill London Underground Station and overlooking The Tower of London. The nine storey hotel includes 370 luxurious bedrooms, a ground floor café, bar, living room spaces and lifts to station platforms.

Our Approach

Gas site works

Once the gas site works specification had been finalized, the contractor approached their usual gas site works provider for a design and quote. This was provided to Beond who then went to market for alternative quotes and managed to secure a 30% cost reduction.

Gas and electricity contracts

For the gas and electricity supply contracts, Citizen M were asked to provide a combined security deposit of £133,000 before any contract could be secured. After some lengthy negotiation with a major supplier, Beond managed to have the security deposit requirement removed, secure competitive energy prices and then register the new supplies ready for the metering to be installed.

Project management

Throughout the project, relationships were developed with the main contractor, project management company, UKPN and the gas site works provider. This ensured that Citizen M had value added support to ensure that the utilities were delivered within the agreed schedule and that all relevant stakeholders were kept informed and up to date.

The Results

Beond's involvement in the development has delivered vital savings, reduced capital outlay and improved the timescales for delivery of the utilities.

Citizen M have been so impressed with the levels of service that they asked for Beond to deliver the same services for the next two new hotel developments at Shoreditch and St Paul's.

"For our latest hotel at Tower Hill, Beond found us a 30% saving for the gas site works and negotiated the removal of a £133,000 supplier security deposit. We will be using Beond Connection Services to assist with the utility requirements for our new Shoreditch and St Paul's hotels planned for next year".

Craig Kinnon (Development Director)

For further information about any of our services please call Beond on 0208 899 7385 or email info@beondgroup.com

About Beond

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

25

No. of suppliers actively participating in Beond tenders

9

No. of different suppliers currently used by our large flexible clients

2128

No. of live auctions completed in 2015

27

Highest number of bids in 2015 for a competitive auction client procurement tender

25%

Reduction in non-commodity infrastructure costs through demand management strategy

15%

Average potential energy savings identified from ESOS energy audits