



# Client Case Study

## 1Life leads the way with sustainability and energy support services, backed by Beond

### Our Client

1Life is a forward thinking lifestyle and management solutions company that engages with people in local communities to enhance lives through health and wellbeing, physical activity, learning and the arts. They manage over 45 Local Authority venues nationwide that attract around 12 million customer visits per year. The properties include leisure centres, swimming pools, golf courses, theatres, nature parks and the National Centre for Craft and Design. They employ over 2000 qualified staff who collaborative to create tailored solutions to help Local Authority clients achieve local outcomes and delivery results. 1life has won the UK Active Flame Awards for sustainability and invested £3m across their estate in energy management initiatives since 2009. Investments included BMS enchantments, pool covers, 5 solar PV installs, VSDs, CHPs and new LED lighting. This has enabled a 32% in reduction in emissions from their original 90 GW energy portfolio over the last 4 years.



## Our Challenge

Apart from reducing kW's 1Life also sought new ways to shed the £'s from their £6.4m energy expenditure. This was achieved by exploring new ways to procure energy and creating efficiency gains by negotiating a bespoke package that delivers quality tendering, risk management, bill validation, CRC and ESOS services from one source.

Beond were introduced to 1Life (formerly known as Leisure Connection) in 2012. At the time 1Life were well embedded with their incumbent broker who they had enjoyed a successful relationship with for 15 years, so the key challenges were clear – prove savings and service differentiations to win the business.

In July 2013 Beond were given the opportunity to present a range of differentiators that would reduce the administrative burden for their energy management team and a chance to compare tender services against 1Life's incumbent broker.

The objectives included:

- Reverse engineering the current contracts, to explore hidden premiums and risks in trades
- Presenting a broader range of hedging strategies to 1Life's key stakeholders
- Assessing budget risks v economic risk
- Profit at risk analyses (energy price volatility v net profits)
- Guaranteed improvements against incumbent broker offers
- Provide transparent and auditable process for due diligence purposes
- The provision for complimentary value added services
- Bureau, AMR, meter management, Tender for oil, Winter Annual Ratio Analysis

## The Results

- By presenting the risk strategy workshop 1Life's stakeholders were able to establish their preferred hedging strategies which included hedging fixed contracts for 52 GW of power against flexible contracts for 38 GW of gas.
- The use of Beond's unique online reverse auction process provided improved results against the incumbent broker's flexi gas offer and fixed HH and HNN offers, equivalent to £82k savings per annum.
- Based on the tender results 1Life successfully negotiated a satisfactory service level agreement which included complimentary bureau services, CRC services and metering services as part of a bundle package.

**For further information about any of our services please call Beond on 0208 899 7385 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.

**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