



Client Case Study

Abokado adopting energy contract management services to focus on business growth

Our Client

Abokado has an industry leading reputation and is one of the outstanding success stories within the healthy food to go sector. It is one of the fastest growing businesses in the restaurant sector as measured by store numbers and turnover. The business started in 2004 in Covent Garden and it was the pipedream of founders Mark and Lindsay Lilley to start the business after being inspired by the variety of healthy foods they discovered on their around-the-world trek. The business is now a familiar brand across London and it is still expanding.



Our Challenge

Since opening the first store in 2004, Abokado has opened many new stores, meaning that the energy contracts were with various different energy suppliers and had a variety of contract end dates. This meant that managing the portfolio was complicated and labour

intensive, particularly when the business had to deal with new connections, multiple suppliers, multiple invoices and multiple contract renewal dates throughout the course of the year. Understanding that energy market specialist were available to alleviate the business of these administrative burdens Abokado carried out a "beauty parade" for a number of energy brokers to introduce their services to their business. After trialling several energy consultants Abokado engaged with Beond.

Our Approach

- Understand the billing, metering and profile classification requirements of the business
- To attract as many major suppliers to compete in our tender whilst competing with two other brokers
- To illustrate to Abokado the benefits of using a transparent live energy auction opposed to traditional brokerage
- Prove that additional savings were available using our systems against any other energy brokers methods
- To offer practical advice on credit for new sites and new accounts
- To advise on best practices for managing the account – by forming co-terminuses contracts

The Results

Using unique tendering software to run a fixed price reverse auction, Beond were able to attract ten separate supplier offers which resulted in the client signing a fixed price co-terminus group contract with a major supplier. This allowed the annual energy expenditure to be reduced by 3% and the energy budget to be fixed until October 2017.

"By finding a single supplier solution and collating a group contract, Beond were able to reduce our costs and the amount of time and resource we have always had to spend on managing our utilities. We have since added new sites to the group contract at an equally competitive unit rate and we now rely on Beond to provide an efficient contract management service."

Richard Chee – Financial Controller (Abokado)

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