



Client Case Study

Beond Delivers Service Excellence & £300,426 Purchasing Benefit

Our Client

Home of the world-famous ILFORD brand of black & white photographic products, Harman Technology has a unique portfolio of equipment, facilities and expertise, with a worldclass manufacturing and R&D function and a commitment to innovation. Harman also offer contract coating, converting, warehousing and distribution as well as ongoing advances in new applications for silver halide technology in sectors such as bio-medical research and nanotechnology.

HARMAN
technology

Our Challenge

During early 2018 Harman Technology had a growing concern over the lack of service, reporting and innovation from their existing consultant, instructed as part of a large energy consultant tender in 2016.

The challenge was to identify a new partner to deliver high-levels of service, innovation and support in order to ensure the energy strategy focused on value creation and effective risk management.

Beond were engaged in mid-2018 as part of a review with Harman Technology who recognised the expertise on offer and the proven track record of delivering success underpinned by high levels of service.

Beond

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**Pushing the
boundaries in
energy design**

Our Objectives

Beond worked closely with Harman Technology to create a category strategy based on the following objectives:

- Management of the existing flexible supply contract.
- Competitive tendering for the next renewal.
- Analysis of the existing energy purchases and a strategy for optimising the remainder of the purchasing.
- Delivering full budget forecasting including all non-energy costs.
- Providing market intelligence and advice.
- Offering advice on technology solutions to deliver energy efficiency.
- Identifying and advising on legislation & compliance.
- Ensuring high-levels of reporting & service.

The Results

Beond provided a dedicated and experienced team to deliver value and we:

- Conducted a review of the existing purchases, identified and corrected errors in analysis provided to Harman Technology and constructed a full risk management strategy to optimise market opportunities.
- Consistently provided high-levels of service & support, giving Harman Technology confidence in Beond.
- Optimised & completed a purchasing strategy which has delivered a **£300,426 cost benefit** and **bottom quartile** purchasing within the buying window which had a **pricing range of £868,950**.
- Delivered consistent & accurate energy reporting including all non-energy costs.
- Completed a competitive water retail services tender which delivered a **3.2% saving on water costs**.

Testimonial

"Our strategic partnership with Beond is invaluable to Harman. Beond picked up the management of all aspects of our Energy Procurement, providing a robust risk management strategy that's delivered long term price stability and year on year cost savings. We recommended Beond to other companies within our Group and they're now managing Energy Procurement for all of our major energy users. I would be more than happy to recommend Beond."

Andrew Collins,

Senior Buyer.

For further information about any of our services please call Beond on 0208 634 7533 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.

758%

Return on Investment delivered by Beond

£300,426

Benefit delivered through innovative wholesale hedging strategy

3.2%

Saving delivered through competitive water tender

100%

Dedicated Account Management support provided

100%

Provision of weekly financial reporting & budget forecasting

3-Year

Purchasing horizon, seeking to deliver long-term protection