



Client Case Study

Optivo invest in O Tendering Software to local authority £530 P A .6% Savings

Our Client

Optivo are one of the largest housing providers in the UK, with 44,000 homes in London, The South East and The Midlands. They work with residents, local authorities and partners to create safe and sustainable communities for residents. Over the next 10 years they are investing £3.5b, developing 1,500 new affordable homes per year. Their energy estate currently comprises of some 2,908 gas and electricity meters supplying the commercial and communal areas.

Our Challenge

6 7bYf % a c RP R a Re R a R R R Tf Pb R R a a a RY P O a T
R R Tf P a A YR a a R RRa T d a R d dR R a R a OR P a R aR
R bYa T a a R Y T aR Pb OR a R R Tf O R OR a SSR
A R aR R d P YRe T cR a R c Yb R S RaR c YcR a R c Y a Y af S a R
R dR R Y a R d a c T gR P O RYRPa P af a R b a RRa
T a b a O Y af R

Our Objectives

Beond worked closely with Optivo to create a strategy based on the following objectives:

- Benchmark tender results against long term incumbent energy broker's best offer.
- Competitive tendering for the next renewal.
- Maximize bids for all 2,908 meters.
- Delivering full budget forecasting including all non-energy costs.
- Providing bespoke bill validation and reporting.
- 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:

- Benchmark tender identified a £240,520 (4.95%) advantage when comparing offers like for like through Beond's fully managed OJEU tender.
- Consistently provided high-levels of service & support, giving Optivo confidence in Beond.
- Gas auction attracted 12 bids for 437 meters.
- NHH electricity auction attracted 15 bids for 2,420 meters.
- HH electricity auction attracted 24 bids for 51HH meters.
- In April 2019 Optivo deployed Beond's technology, market intelligence and recommendations to help lock away £529,914 (9.6%) savings against current prices for their Oct 19-20 gas and electricity contracts.

Testimonial

"The use of Beond's software and processes allowed us to create significant savings against the traditional manual broker procurement methodology. We found Beond to be very knowledgeable and helpful with resolving historic issues and managing the entire OJEU procurement process.

I would not hesitate to recommend them to other housing association looking for new ways to reduce energy expenditure"

Diana Lock,

Head of Energy and Environment - Asset Management.

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.

331%

Return on Investment delivered by Beond

£530k

P/A savings through eAuction Software

9.6%

Saving delivered through competitive OJEU tender

100%

Dedicated Account Management support provided

2,908

Meters successfully switched on time

3-Year

Delivering budget certainty for their tenants