



Client Case Study

Newcastle City Council invest in OJEU tendering software to lock away £850k savings

Our Client

Newcastle City Council is the local government authority responsible for the North East's most rapidly developing business economy and culture destination. Newcastle's Mosley Street was the first street in the world to be lit by electric lighting, illuminated by Joseph Swan's incandescent bulb back in 1880. Over a century on, Newcastle is once again in the spotlight after being voted "the smartest street in the UK" in 2018.



Our Challenge

In October 2018, Newcastle City Council decided to challenge their UMS provider to help combat rising energy costs. This led to them meeting with Beond who were tasked to benchmark their tender results against their incumbent's best offers. The results concluded that Beond's fully managed tender provided £850k advantage in total when benchmarking similar offers.

The tender was unusually complex because the incumbent brokers were associated to the local energy suppliers. However, the tender process proved successful regardless.

Beond

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**Pushing the
boundaries in
energy design**

Our Objectives

Beond worked closely with Newcastle Council 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.
- Source zero carbon options with no additional premiums.
- Delivering full budget forecasting including all non-energy costs.
- Provide 12, 24 and 36 month offers to maximize choice.
- 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:

- 8 UMS providers competed for the business and most bid several times during the auction.
- 12, 24 and 36 month offers were sourced to allow the Council choice.
- All stakeholders were offered log-ons to the live auction to ensure full transparency.
- Beond negotiated 100% zero carbon electricity without premiums, to meet the Council's tender preference.
- Beond negotiated zero tolerance contracts to avoid penalties for reduced consumption due to LED roll outs.
- Beond's eAuction software provided £850k advantage in total when benchmarking similar offers.

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 when managing the entire procurement tender process.

I would not hesitate to recommend them to other organisations looking for new ways to reduce their streetlighting expenditure"

Service Manager Highway Maintenance Operations

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.

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Different Suppliers bid for the business

£850k

Savings through eAuction Software

£0

Consumption Penalties

100%

Dedicated Account Management support provided

100%

Zero Carbon electricity at no extra cost

3-Year

Delivering budget certainty