



Client Case Study

Optivo Invest In OJEU Tendering Software To Lock Away £1.7m Energy 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 £3.5bn, 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

In July 2018, Optivo decided to examine their energy procurement options to help combat rising energy costs. This led to them meeting with Beond who were tasked to benchmark their tender results against their long term incumbent energy broker's best offer.

The tender was complex given the volume of meters involved and the volatility of the market. Beond were also tasked with providing zero carbon electricity at no premium to meet the organisation's sustainability demands.

Beond

Building 11, Chiswick Business Park
566 Chiswick High Rd,
London, W4 5YS

T: +44 208 634 7533
E: info@beondgroup.com
www.beondgroup.com

**Pushing the
boundaries in
energy design**

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:

- Conclusively beat incumbent broker's offer by 5%.
- 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 51 meters.
- The use of Beond's recommendations and technology resulted in £709k (14.9%) savings for Oct 19-20.
- A further £1m savings was locked away for the 20-22 gas and electricity contracts.
- All electricity tenders secured green energy at no extra premium.

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. We are also delighted with the hands on after services they provide."

Director of 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 **1000** organisations under our management we have an excellent track record in delivering measurable success.

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Different suppliers bidding for the business

£570k

P/A savings through eAuction Software

14.9%

Saving delivered through 18-19 competitive OJEU tender

100%

Dedicated Account Management support provided

100%

2,908 Meters successfully switched on time

3-Year

Delivering budget certainty for their tenants