



Client Case Study

Beond's consultants negotiate an innovative green power contract for Datum Datacentres

Our Client



Datum Datacentres designed and built its flagship Farnborough datacentre in 2012. Datum is proud of its green credentials and its facility delivers an energy efficient environment for its clients through state-of-the-art adiabatic cooling, which delivers cost and energy efficiencies. Datum has a long term relationship with Beond Group who identify and negotiate the best source of renewable energy for Datum's clients.

Our Approach

Beond's approach to Zero Carbon energy procurement is to approach all the credible suppliers in the market and talk to them about the specific requirements of our clients. Datum's key requirements were:

- Renewable electricity
- An electricity contract which would grow as the datacentre expanded
- Competitive and fixed prices
- A supplier with good financial backing

Beond

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**Pushing the
boundaries in
energy design**

The Results

In 2020 Beond's Zero Carbon Market received offers from 11 different electricity suppliers. The market in 2020 was particularly challenging for large customers as suppliers became very sensitive about credit and also the uncertainties arising from the expected reforms of network charges in 2022. Beond and Datum were able to satisfy suppliers' concerns without breaching client confidentiality. Beond reviewed each supplier's terms and conditions and negotiated with them, where necessary.

Beond held final negotiations with Hartree Solutions who are a well-established participant in the international wholesale energy markets and a specialist supplier to industrial and commercial end users.

Hartree tabled the best commercial offer and **a unique double environmental offering:**

- **Full carbon offsetting** from the Southern Cardamom REDD+ project. The Cardamom Rainforest Landscape is one of the last unfragmented rainforests remaining in Southeast Asia and is a critical part of the Indo-Burma Biodiversity Hotspot. Using global best practices for forest protection and community development, the project prevents more than 3mtCO₂ annually and protects over 400,000 hectares of tropical rainforest in South-West Cambodia, **and**
- Renewable Energy Guarantees of Origin certificates **(REGOs) to cover the full supply**

Testimonial

"Beond's consultant has supported us since we opened. Using their environment-focused automated energy bidding process ('Zero Carbon Market') we identified Hartree Solutions, with its renewable energy and carbon offsetting, as the ideal partner for us.

This means we can continue offering the very best colocation service to our clients whilst knowing that we are doing everything we can to reduce our carbon footprint."

Dominic Phillips – Managing Director

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.

11

suppliers competing

2

different green benefits

100%

Transparent fee for delivering services

100%

impartial and independent advice delivering strong value

100%

dedicated and experienced resource provided

1st

Award-winning and unique software used to deliver service