Knowledge is Power (Demystifying Utilities Procurement)
<table>
<thead>
<tr>
<th></th>
<th>Challenges</th>
<th>Tailored Solutions</th>
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</thead>
</table>
| Energy Knowledge       | • Lack of technical knowledge and support  
• Generic energy supplier call centers | • Dedicated Education Help Desk for Schools  
• Senior technical energy specialists on hand to support you |
| Time Efficiencies      | • Administrative burden  
• Sporadic mixture of Energy suppliers and differing contract end dates | • Common suppliers for each utility  
• Aligned end dates and group level ‘aggregated’ billing |
| OJEU Compliance        | • Energy providers on a non-compliant framework                             | • EU compliant frameworks, providing access to a wide choice of energy suppliers |
| Maximising Assets      | • No insight regarding potential income via Generative Energy Assets         | • UPG will help to facilitate FIT - Feed in Tariff payments from Generative Assets such as Solar Panels  
• Generative supplier income streams |
| Sustainability         | • Sustainable energy solutions are never fully explored                      | • For Electricity UPG can provide “Brown” and “Green” energy options               |
# PRICING AND VALUE

## Challenges & Solutions

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| **Pricing Transparency**          | • Fully Fixed. All Inclusive contracts  
• Full transparency for all costs |
| **Fee Transparency**              | • Commission received from energy suppliers included in rates  
• No hidden charges  
• Fully fixed contracts and rates |
| **Best Value as a Single Institution** | • 'Basket' procurements to achieve greater economies of scale and improved costs  
• Aggregation |
| **Competitive**                   | • Multi supplier for Further Competition  
• Benchmarking for best value  
• Long term customer relationships |
| **Market Timing**                 | • Expert market advice to optimise purchase timing  
• Identify a cost effective future point for your energy renewals |
| **Benchmarking**                  | • Like for like cost analysis of current contract rates against proposed quotes  
• UPG will beat any like for like renewal quote in the same current market |
6.7% Electricity “cost avoidance” saving when compared against forecasted budgets, equivalent saving of £123k over 3 years

2.5% Gas ‘cashable’ saving, equivalent to £1.2k p/annum

Terminations of incumbent supplies managed by UPG

Quotation process ran in the morning, results presented at noon, client sign-off by 3.30pm

Results presented in easy to read presentation, accompanied by explanatory email making client decision making/approval process much easier

Client Testimonial, Andy Walker, Tenet Procurement Consultant

“James Clancy at UPG was extremely diligent with the information we provided, on a relatively simple looking account, one with a substantial spend. The process is very easy to manage, completing the schedule of meter information. A very painless process, one that I will enjoy running again for other clients.”

New College Durham – Gas & Electricity
Current Market Conditions

<table>
<thead>
<tr>
<th>Month</th>
<th>April 2019 Electricity Annual Average Vs. Brent Crude Oil</th>
<th>April 2019 Gas Annual Average Vs. Brent Crude Oil</th>
</tr>
</thead>
<tbody>
<tr>
<td>April 16</td>
<td>50.00</td>
<td>70.00</td>
</tr>
<tr>
<td>May 17</td>
<td>45.00</td>
<td>65.00</td>
</tr>
<tr>
<td>Jun 17</td>
<td>50.00</td>
<td>60.00</td>
</tr>
<tr>
<td>Jul 17</td>
<td>45.00</td>
<td>55.00</td>
</tr>
<tr>
<td>Aug 17</td>
<td>50.00</td>
<td>50.00</td>
</tr>
<tr>
<td>Sep 17</td>
<td>45.00</td>
<td>45.00</td>
</tr>
<tr>
<td>Oct 17</td>
<td>50.00</td>
<td>40.00</td>
</tr>
<tr>
<td>Nov 17</td>
<td>45.00</td>
<td>35.00</td>
</tr>
<tr>
<td>Dec 17</td>
<td>50.00</td>
<td>30.00</td>
</tr>
</tbody>
</table>

**Notes:**
- Lower Price Limit: 40.00
- Upper Price Limit: 70.00

**Comparative Analysis:**
- Electricity prices showed a similar trend to gas prices, with both experiencing a slight increase in Q4 of 2017.
- Brent crude oil prices remained relatively stable throughout the year.
Benefits of using this framework

- Multi Supplier Further Competition via OJEU Compliant Frameworks
- Advanced Market Tracking to identify best purchasing points
- Full Analysis of Existing Costs against UPG Renewal Quotes
- Customers own current renewal offers analysed on a like for like basis
- Full Energy Market Analysis against Last Contract Date
- Choice of contract options, Fully Fixed, Energy Only, Flexible and Baskets
- Choice of brown and green (renewable) energy supply options
- Value added services
ANY QUESTIONS?

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