



Energy Savings



Identifying Opportunities to Reduce Spend from Energy

Benefits

Recoveries - Recover monies immediately from past Energy Company billing errors.

Savings – Savings of around 16% are generally achievable. In many cases even more.

Green Outcomes – Accessing greener products from suppliers can lead to a large decrease in your organisations carbon footprint.

Strategic Direction – Providing competitive advantage and positive promotional opportunities from reductions in energy.

Our Approach

Customer Centred - We focus on customer knowledge transfer and long term sustainable savings.

Best Practice – From analysis techniques to sourcing strategies & transformation practices we aim to ensure you are at the forefront of expert thinking & design.

Stakeholder Involvement – Understanding your spend means understanding your organisation. We involve stakeholders to ensure the best overall results.

Commodity Experts – We use our commodity experts to ensure savings are maximised.

The Energy market is highly sophisticated. Most organisations fail to achieve the savings that are on offer due to a lack of understanding of how the market works and lack of management information to take to the market.

At OrangeMaple we believe most organisations can save up to 16% on their energy costs (in many cases even more).

By using OrangeMaple we can save you money, improve your management information and ensure you maximise your contribution to the 'green' agenda and reduce your 'carbon footprint'.

Energy invoices are rarely validated before the bills are paid. Many energy companies utilise old systems, and a variety of rates and products, leading to poor billing practices and overpricing. By undertaking the recovery process we are able to recoup past costing errors.

By comparing your energy prices with benchmark data we can provide you with an accurate estimate of energy savings for your organisation. We will also review your current contract and determine if there are any 'quick wins'.

The largest cost savings generally come from better management of existing resources.

At OrangeMaple we can assist your organisation to better understand where you are currently spending money and determine what policies will best allow investment in energy saving devices whilst considering costs.

Finally we can help ensure your organisation is portrayed effectively in terms of the 'green' agenda and estimating and reducing your 'carbon footprint'.

Key Steps

Requirements & Recovery Audit

- Define the project scope, quality and commercial requirements & reporting arrangements.
- Collect data.
- Refine, cleanse and analyse data to find past billing errors.

Purchase Review

- Review spend patterns, number of sites etc and compare to benchmark data.
- Determine sourcing strategies, business impact, savings potential etc and conduct tender process.

Management & Efficiency

- Develop energy policies.
- Determine asset refresh prioritization programme.
- Develop communications and marketing programme to promote 'Green' outcomes.

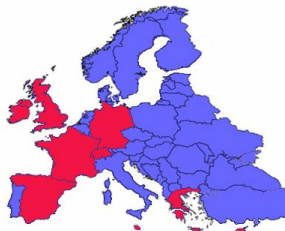
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We're on the web!
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Our workforce is multilingual so we can assist you in a range of countries across Europe & Oceania.

A Note About OrangeMaple

Because our experience lies not only in procurement but also transformation we don't just look to produce an external analyst report that will sit on the shelves after we leave. Our approach is to have 'skin in the game' ourselves to ensure we push you to realise the full potential your supply base has to offer.

Our competitive advantage lies in this approach but also our 'Supply Chain Optimisation & Profitability' strategy. Ask us about it!

OrangeMaple aims to inspire companies to innovate and change their operations and procurement through structured transformation.

London Organisation realises 23% saving from Energy

The Challenge: A leading and well-respected Organisation realised that market conditions and their current energy practices had led to a 124% increase in energy spend between 2004 and 2008.

As energy spend represented a significant issue for the company, and they were unable to access lower wholesale energy prices, they felt it was time to address the issue.

The Solution: OrangeMaple's expertise encompassed a more strategic view of energy; rather than identifying a single element such as procurement or energy management, it was decided that

a more holistic approach would provide the most benefit for the council both in the short-term and the long-term.

The Results: The bottom line result was a 23% saving across all energy. This included a cost reduction of 17% against existing 2006 prices and this was also in a rapidly rising market. Modern e-procurement and tendering methodologies facilitated better contract negotiation, coupled with a more flexible process which now allowed the council more options for future contracts.

OrangeMaple's knowledge of the energy industry allowed the organisation to access 'greener' products from Suppliers.



Carbon reductions of 15% across the entire portfolio were achieved.