



Not Sure Where to Turn for Accurate and Impartial Energy Advice?

With an ever-increasing list of new Energy supplier market entrants, brokers and related organisations, how can you ensure that the Energy advice you receive is truly in the best interests of your business. UPG – The Utilities Procurement Group, summarise below what sets us apart in this often-confusing marketplace and how for many years we have always acted with our customers’ best interests as our foremost priority:

Superior Levels of Customer Service

UPG - The Utilities Procurement Group, have been helping customers to optimise all aspects of their energy portfolio for over 25 years now. Many of the long-standing customer relationships that we hold and value greatly are a testament to continually going above and beyond what might be expected of a consultant or partner. Unlike many Energy “Broker’s”, energy procurement only forms a small part of the services that we provide to our customers. Other key areas of activity that UPG provide include

future proofing energy asset and infrastructure requirements as your business grows, providing accurate budgets and accruals and also well informed longer term forward forecasts. Energy Management, Consumption Monitoring and Reporting, Load Management as well as unbiased Renewables advice are also important activities for our customers. Value has always been at the core of how we operate, with energy rates presented to customers remaining exactly as shown with no additional charges or costs.

Flexibility in the Services that we provide

As well as Gas, Electricity and Water Consultancy services, UPG go to significant lengths to analyse your specific business usage and energy patterns by site and we will summarise the pros and cons of differing contract types and routes to market and make a recommendation with sound reasoning as to what the best option may be for your individual business. Dependent on your organisations acceptable level of risk versus a desire for budget certainty and ease of forecasting, UPG can provide a full range of contract types to suit your business and offer best value. For lower energy consumers, the budget certainty of fully fixed pricing often provides the best option as costs are immediately known, not subject to change and some of the potential complexity of the energy market is removed in this contract type.

For medium level energy consumers (5 – 10 GWh / 5,000,000 – 10,000,000 kWh) Energy-Only Pass Through Contracts are worth considering. In this type of contract the energy element (just less than 50% typically) remains fully fixed, but third party non-energy costs are passed through at cost removing suppliers risk premiums and providing a good economy of scale reduction.

Added Value Services

In addition to very high levels of customer support along with flexibility in the products and services that we can offer and manage for our customers, UPG are also able to identify, advise upon and realise additional ongoing savings in many instances after an energy contract starts and during its duration. This is achieved by services such as bill validation which can recover any overcharging from suppliers, a TRIAD warning service and Red/Amber/Green DUoS time band analysis, both of which can help to reduce peak Winter time “Use of System Charges”.

We can provide bespoke electricity consumption analysis looking at numerous measures, which can identify when certain days, shift patterns and machinery are creating erratic spikes in usage. UPG can provide STOD – Seasonal Time of Demand analysis to identify whether a standard Day/Night tariff will actually provide best value relative to how your

business actually operates. Energy Management and Compliance guidance, Metering Upgrades and New Connections are also other useful services that UPG can offer. We have the experience to provide a high level, convenient one-stop comprehensive in house service for all your businesses’ Energy Requirements. Please do get in touch to discuss how we may be able to assist your business today.

For higher level energy consumers (typically 10 GWh / 10,000,000 kWh per annum and upwards), with a greater potential appetite for risk management, Flexibly Purchased Contract Types may be worth consideration. In addition to usually also passing through non-energy costs “at cost” as above, the energy element would also be purchased in individual component tranches or blocks. These purchased blocks/tranches could be based on Months, Quarters or Seasons (6 months long in commodities trading terms), purchased individually or in groups and all at optimised points ascertained by UPG carefully monitoring the wholesale markets on a daily basis on your behalf and also analysing a wide range of market fundamentals and drivers such as Crude Oil pricing, Seasonal and Temperature Supply/Demand Patterns, Geopolitical factors, Interconnectors, Imports and Storage Levels and more. This requires considerable skill, experience and expertise to cost, manage, calculate and get the timing of purchases right, but UPG have long term experience in this area and can be relied upon to provide a fully-managed, optimal value service for customers who feel a flexible contract is the right option for them.

