



Hospitality

Challenge One: Company Restructure

The customer went through a restructure which compromised a significant number of leases. Of these leases, some sites were closed and others were at risk from closure. My Energy Consultants had to adapt with differing needs of the estate.

The Solution

My Energy Consultants were able to negotiate terms with the supplier(s) to allow for early exit without penalty. For the remaining sites, My Energy Consultants steered them to more flexible supplies that give the best rate and allow them to walk away if the short leases were terminated.

Challenge Two: Hidden Costs

It was discovered that the previous consultant was making money through hidden costs.

My Energy Consultants are always upfront about fees and do not take undisclosed commissions.

“ Other consultants blind you with science but My Energy Consultants can translate this into simple terms. They know how long to contract for, consider economic influences and make sound recommendations. ”

“ Other consultants have taken undisclosed fees and taken fees from suppliers without us knowing. Transparency with My Energy Consultants is very clear. There is no fog, we know what they are charging. They also don't add on extra costs during the contract period. Other consultants would do that. i.e. the restructuring plan brought a lot of work but its all part of the service with My Energy Consultants. ”

Challenge Three: Dispute resolution

There were multiple issues with water and the previous consultant refused to help the customer to resolve these. On one site the customer was being billed six figures for 4.5 Olympic swimming pools' worth of water each month.

My Energy Consultants worked with the customer and their supplier trying several ideas and carrying out further investigations. They eventually worked through solutions that resulted in resolution and credits from the water supplier.

“ My Energy Consultants have been very proactive at stepping in and negotiating our position achieving good results. ”



Challenge Four: Incorrect billing

My Energy consultants have supported this customer with recommendations and energy monitoring.

Data analysis identified the ten highest consuming sites and My Energy Consultants met with the relevant Area Managers to take action and change some behaviours at site.

Following this monitoring devices were installed to further monitor and reduce energy consumption.

Consumption was out of sync on some sites and so My Energy Consultants worked with the supplier to resolve this. Any overspends were recovered back to the customer.

“ They have always ironed out creases before we've even noticed them and have stepped in on disputes and fought those fires for us. We now have more efficient billing, they've taken away pressure on our team in terms of analysis. They have secured us good rates against the market and we have ridden out some difficult times based on their advice. ”

“ They are very approachable and accessible. They regularly keep us updated with industry updates and reports. The assistance they provide with billing is exceptional. ”

Would you like to know more about our services?



0203 488 3000



info@myenergyconsultants.co.uk

www.myenergyconsultants.co.uk