



London Boroughs Energy Group

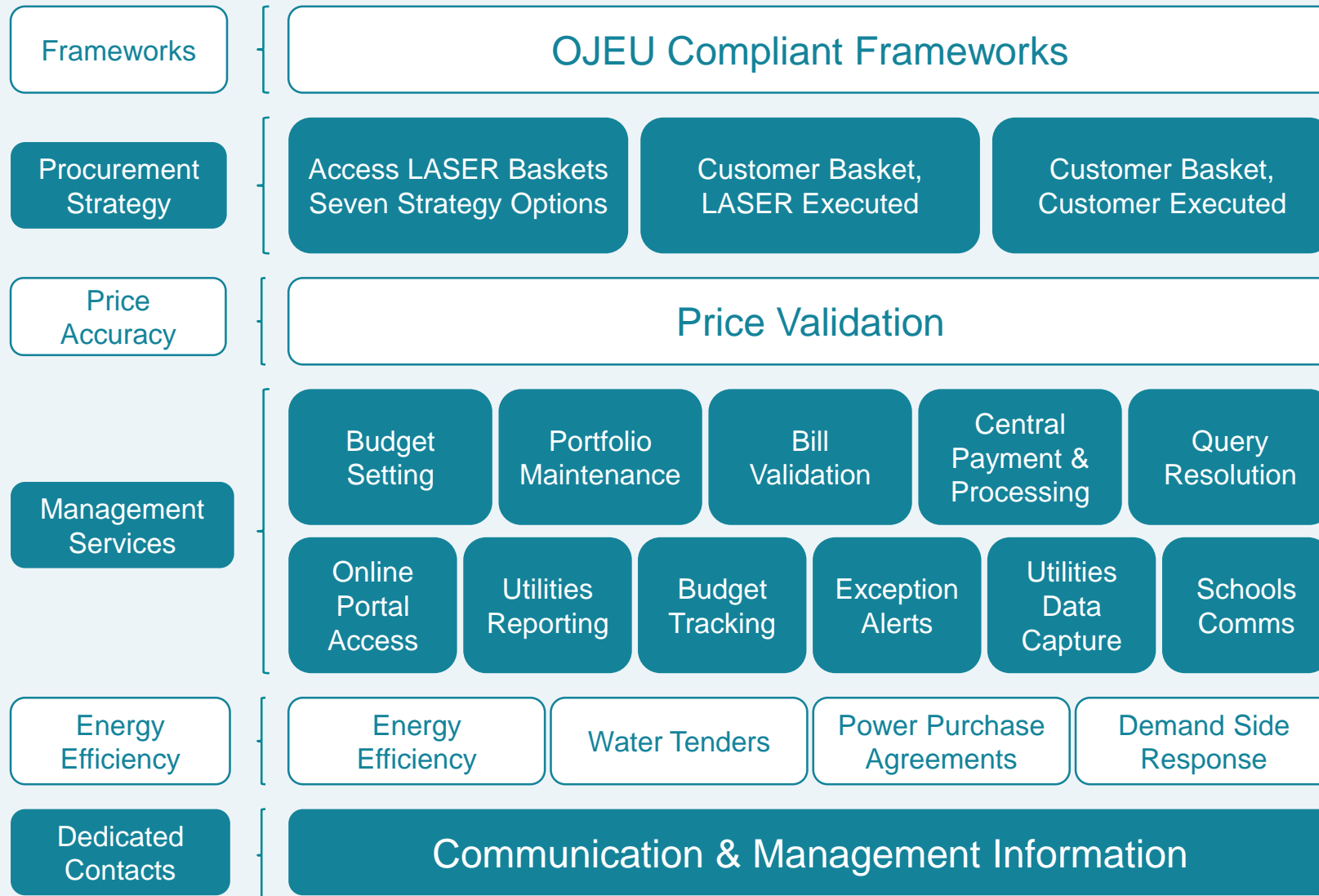
Friday 17th May 2019

Bernard Gore
Senior Energy
Procurement Manager

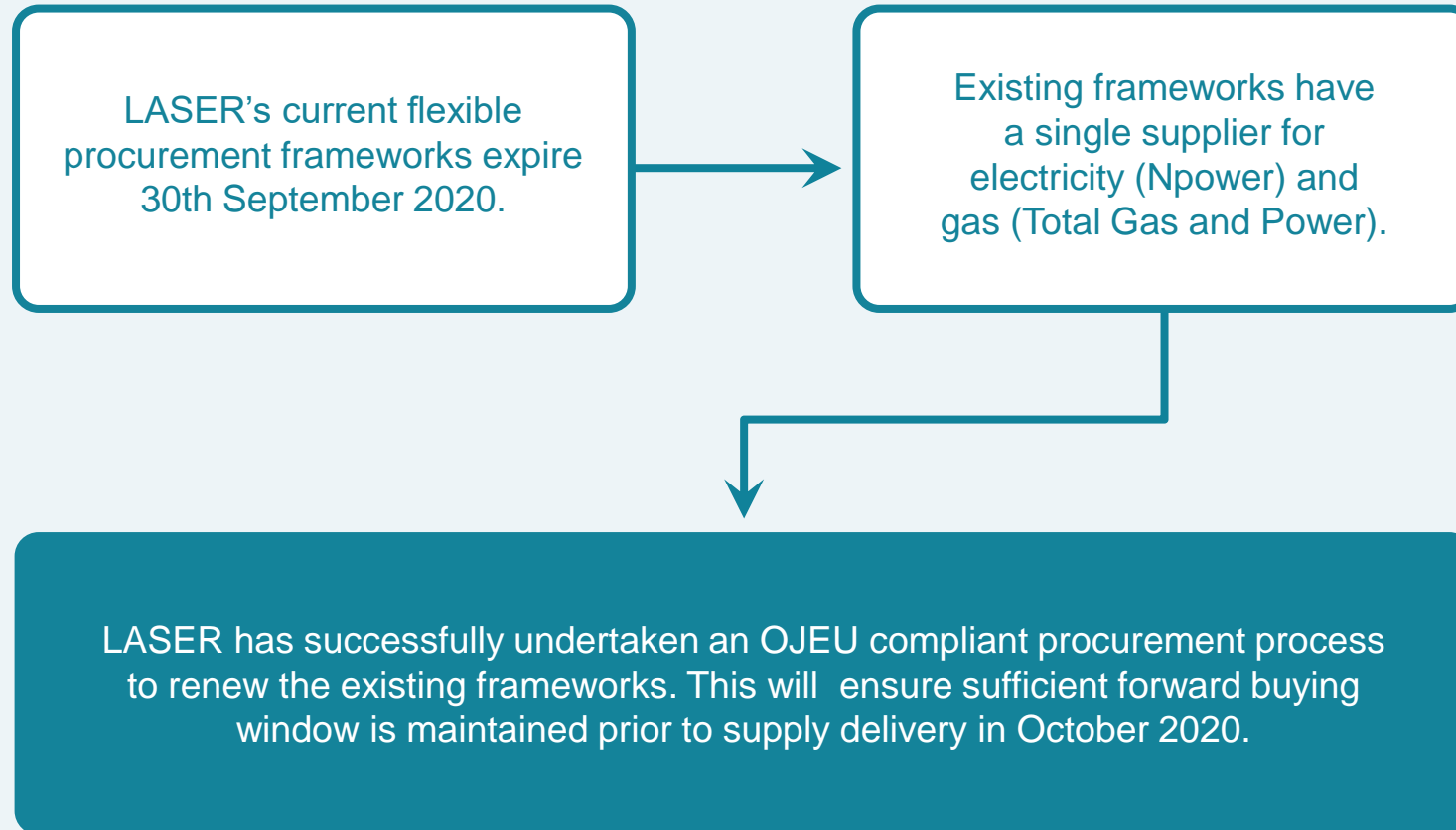
Nigel Hartnup
Director of Energy

Ben Ah-Thew
Account Manager

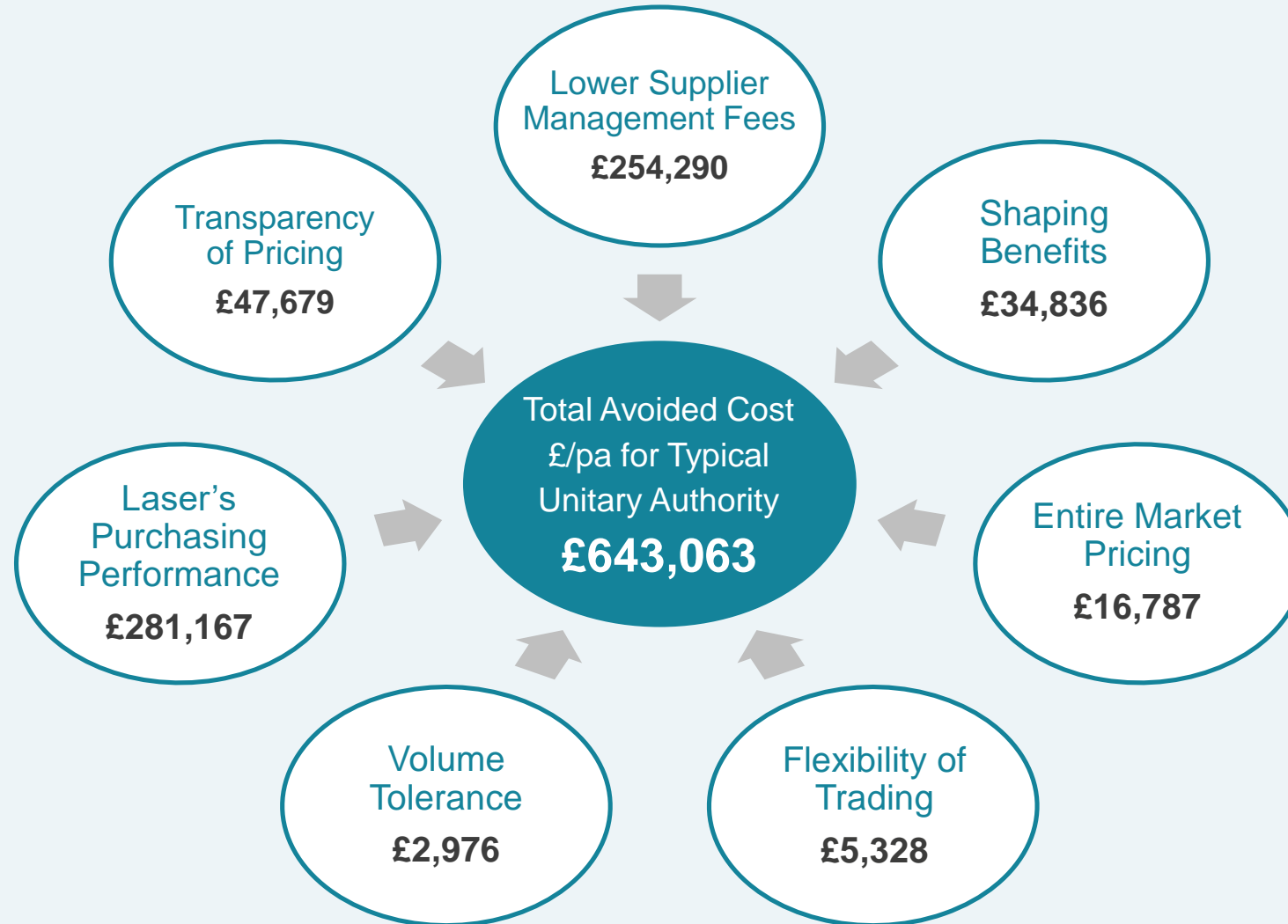
LASER Services Structure



Current Frameworks 2016-2020



Current Framework – Key Benefits



Other Key Benefits

OJEU Compliance – no need for a separate tender process to use LASER or framework suppliers

Option to introduce new bespoke strategies

LASER manages portfolio changes

Account level price validation carried out by LASER

Annual Long Run price forecasts

Access to renewable electricity and green gas

Variety of invoice & payment options

Quarterly price forecasts

Ability to switch between purchasing strategies

Integrated PPA & DSR offerings

Dedicated LASER contacts & Account Manager

LASER framework terms and conditions take precedence and cover key public sector risks (e.g. FOI, no price changes, material breach provisions)

Tangmere Solar Farm – PPA Example



- 18,000 solar panels.
- Produces approximately 5,000 MWh of clean electricity every year.
- Prevents an estimated 2,000 tonnes of CO₂ from being released into the atmosphere.
- Generated income stream for West Sussex County Council of £320K in the first 18 months.

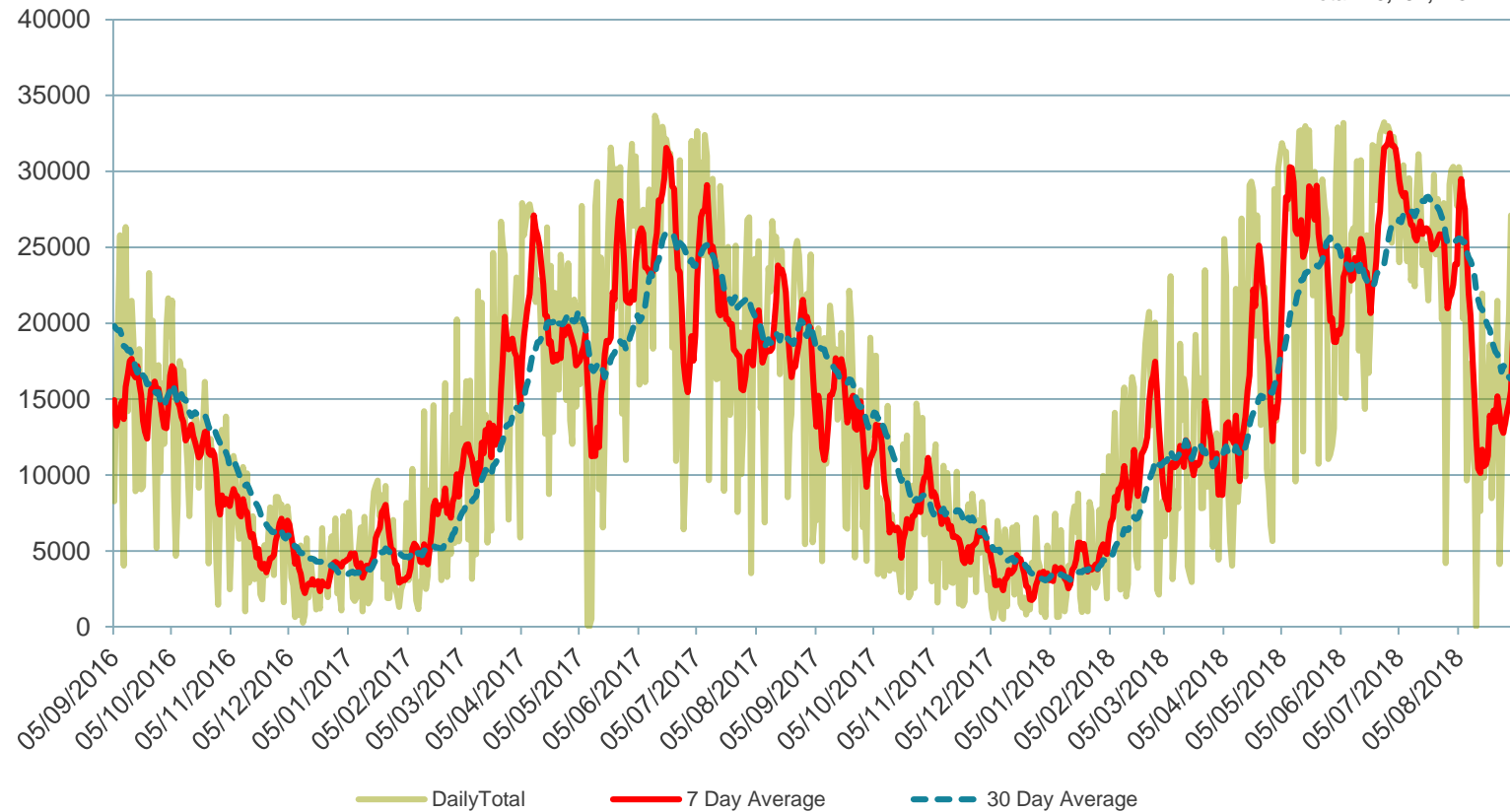
Tangmere Solar Farm – PPA Example

2 Year/730 Day PV Shape

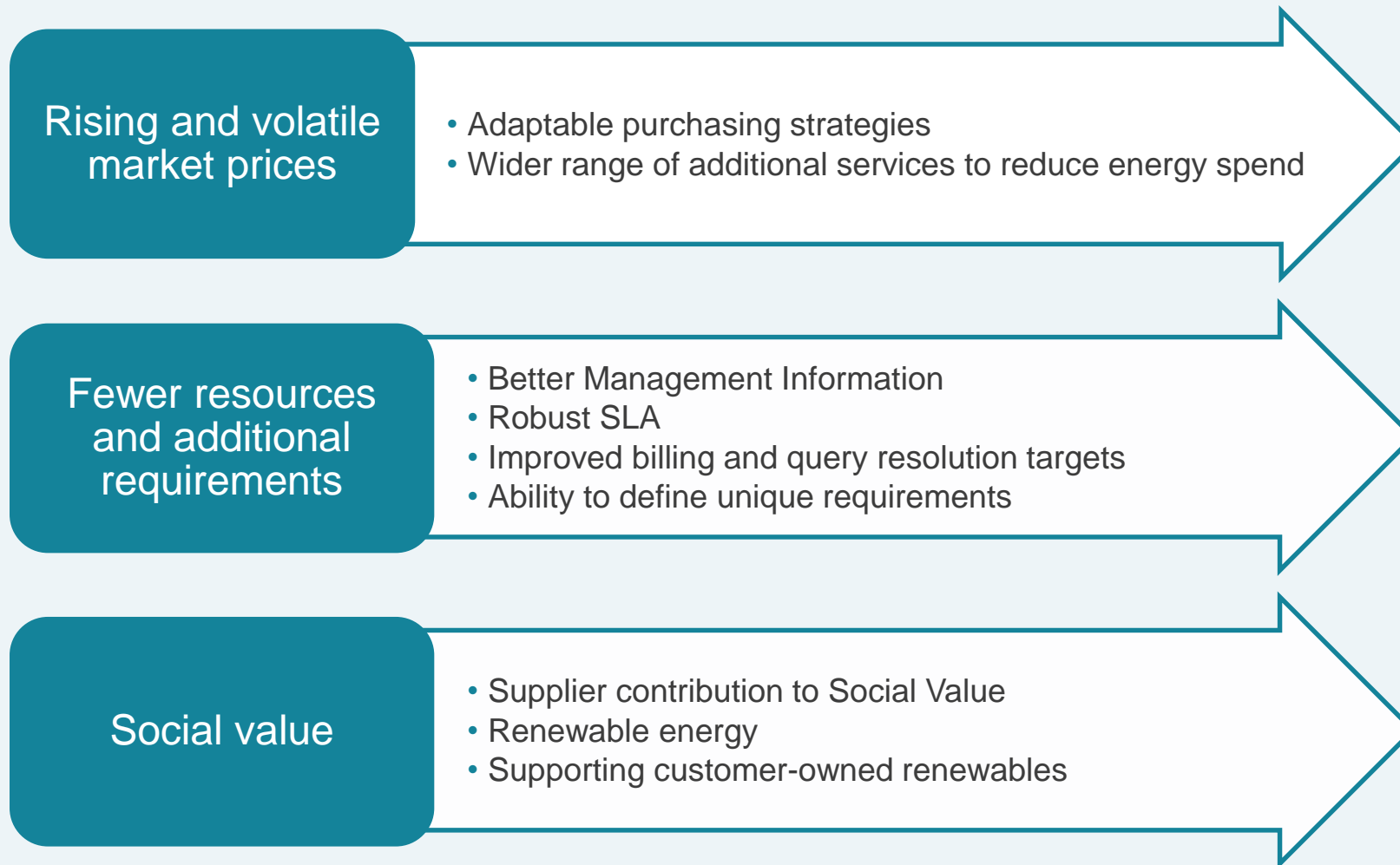
5 September 2016 - 4 September 2017: **5,082,198 kWh**

5 September 2017 - 4 September 2018: **5,114,930 kWh**

Total: 10,197,128 kWh



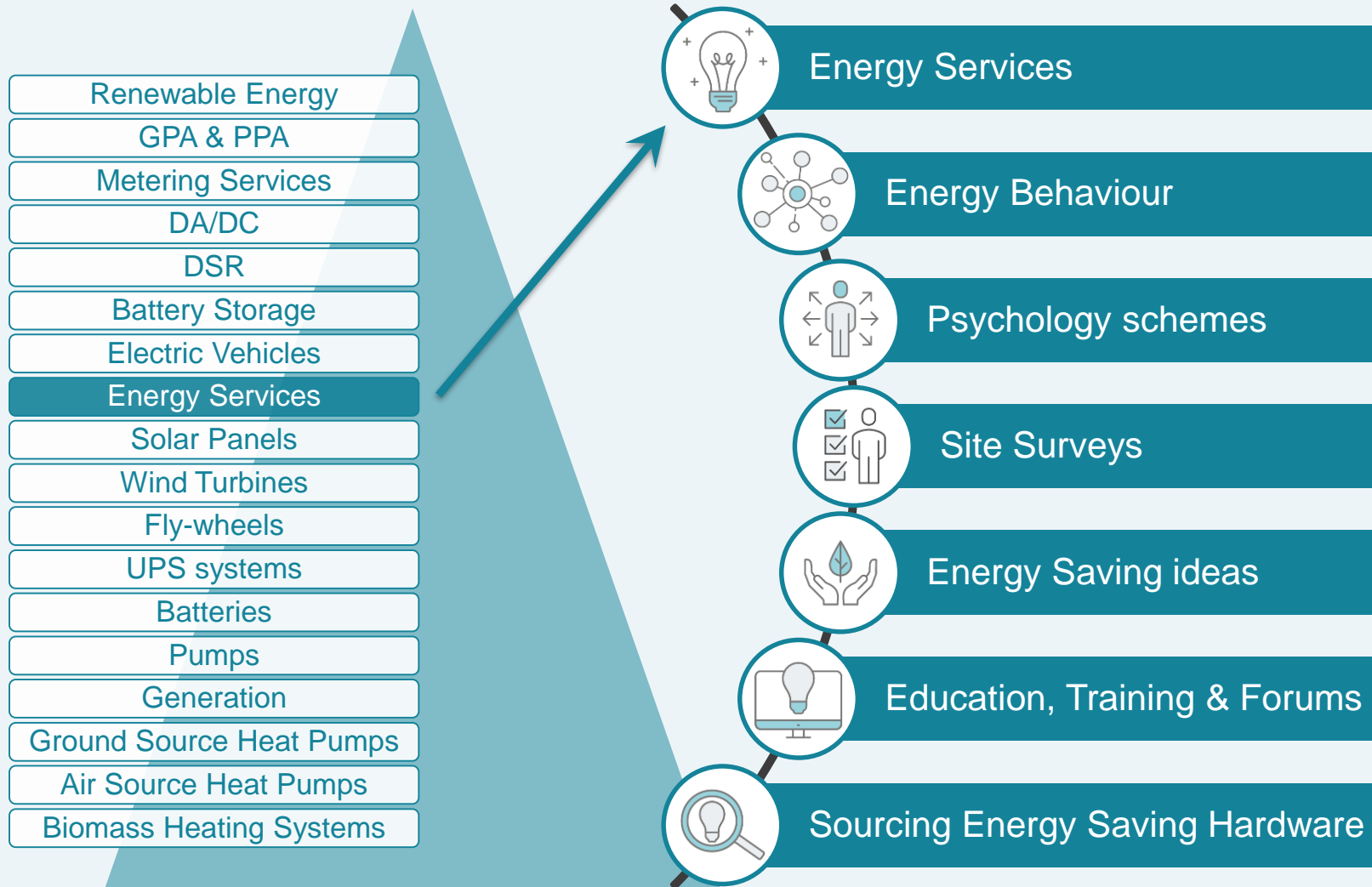
New Framework – Drivers and Goals



Framework Structure – 2020/24

Framework Agreement		
LOT	Electricity	Gas
LOT 1 – Flexible Procurement of Energy & Additional Services	<ul style="list-style-type: none"> • Npower (1st Place) • EDF • Total GP 	<ul style="list-style-type: none"> • Total GP (1st Place) • Corona
LOT 2 – Additional Services Additional services such as battery storage and electric vehicle charging points.	<ul style="list-style-type: none"> • Npower • EDF • Total GP • Eon • Connected Energy • Octopus • Solar Advance Systems • Stark Software 	<ul style="list-style-type: none"> • Total GP • Corona • Eon • Stark Software

Additional Services



Offers Received & Award Process

	Corona	EDF	Eon	FTS C'nected	Npower	Octopus	SAS Energy	Stark	Total GP
Gas Supply	✓	✗	✗	✗	✗	✗	✗	✗	✓
Electricity Supply	✗	✓	✗	✗	✓	✗	✗	✗	✓
Carbon offset	✗	✓	✗	✓	✓	✗	✗	Dev	✓
Green energy	✓	✓	✗	✗	✓	✓	✗	✗	✓
AMR	✓	✓	✗	✗	✓	✗	✗	✓	✓
DA/DC	✗	✓	✗	✗	✓	✗	✗	✓	✓
DSR	✗	✓	✓	✓	✓	✓	✗	Dev	✓
Energy Services	✓	✓	✓	✗	✓	✓	✓	✓	✗
Battery Storage	✗	✓	✓	✓	✓	✓	✗	Dev	✓
EV Facilities	✗	✓	✓	✓	✓	✓	✗	Dev	✓
PPA	✗	✓	✓	✗	✓	✓	✗	Dev	✓
GPA	✓	✗	✓	✗	✗	✗	✗	✗	✓

New Framework – Key Benefits



**Lower supplier
management fees**



**SLA and KPI
monitoring and
targets**



**Potential for
additional
strategies**



**Improved
forecasting
assistance**



**Improved reporting
access**



**Social Value
innovations**



**Additional
services**



**Clearer Access
and Call-off
arrangements**

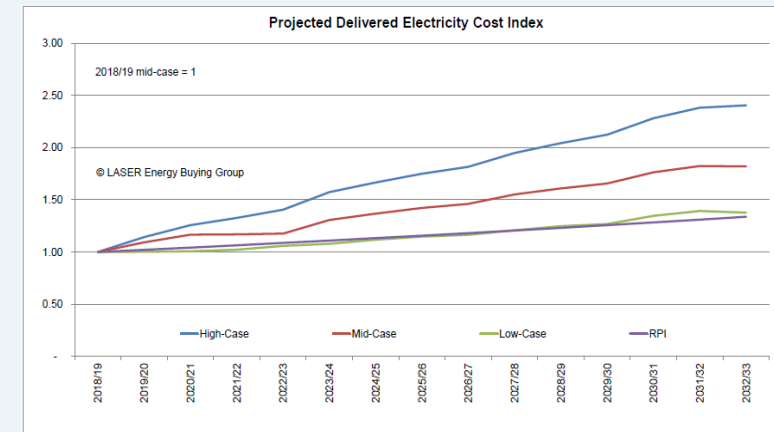
Improved Forecasting

- Consolidated short, medium and long term forecasts.
- Broad and specific forecast range.
- Information gathered from multiple sources on a regular basis.
- Latest market information in commodity forecasts, utilising fundamental analysis, non-commodity forecasts and regulatory changes/policy direction.

Quarterly Forecast:

Distribution Network Operator Area	HH Unmetered	NHH Unmetered	HH Metered	NHH Metered	NHH Off Peak
10 Eastern	3.3%	-0.3%	4.1%	4.0%	2.4%
11 East Midlands	5.0%	-0.4%	3.3%	3.8%	1.4%
12 London	2.4%	-1.1%	3.0%	3.1%	1.6%
13 North Wales & Merseyside	4.9%	-0.9%	4.1%	4.1%	1.0%
14 West Midlands	4.7%	-0.5%	3.3%	4.2%	2.2%
15 North East England	4.1%	-1.0%	3.9%	4.2%	1.6%
16 North West England	2.0%	-1.7%	3.0%	3.2%	2.0%
19 South East	3.5%	0.0%	4.3%	4.3%	2.7%
20 Southern	5.1%	0.0%	2.9%	3.3%	1.7%
21 South Wales	1.9%	-0.7%	3.6%	2.6%	2.6%
22 South West	1.7%	-1.8%	3.4%	2.4%	0.9%
23 Yorkshire	2.4%	-0.8%	4.1%	3.8%	1.1%

Long Range Forecast:



Site Specific Budget Forecast:

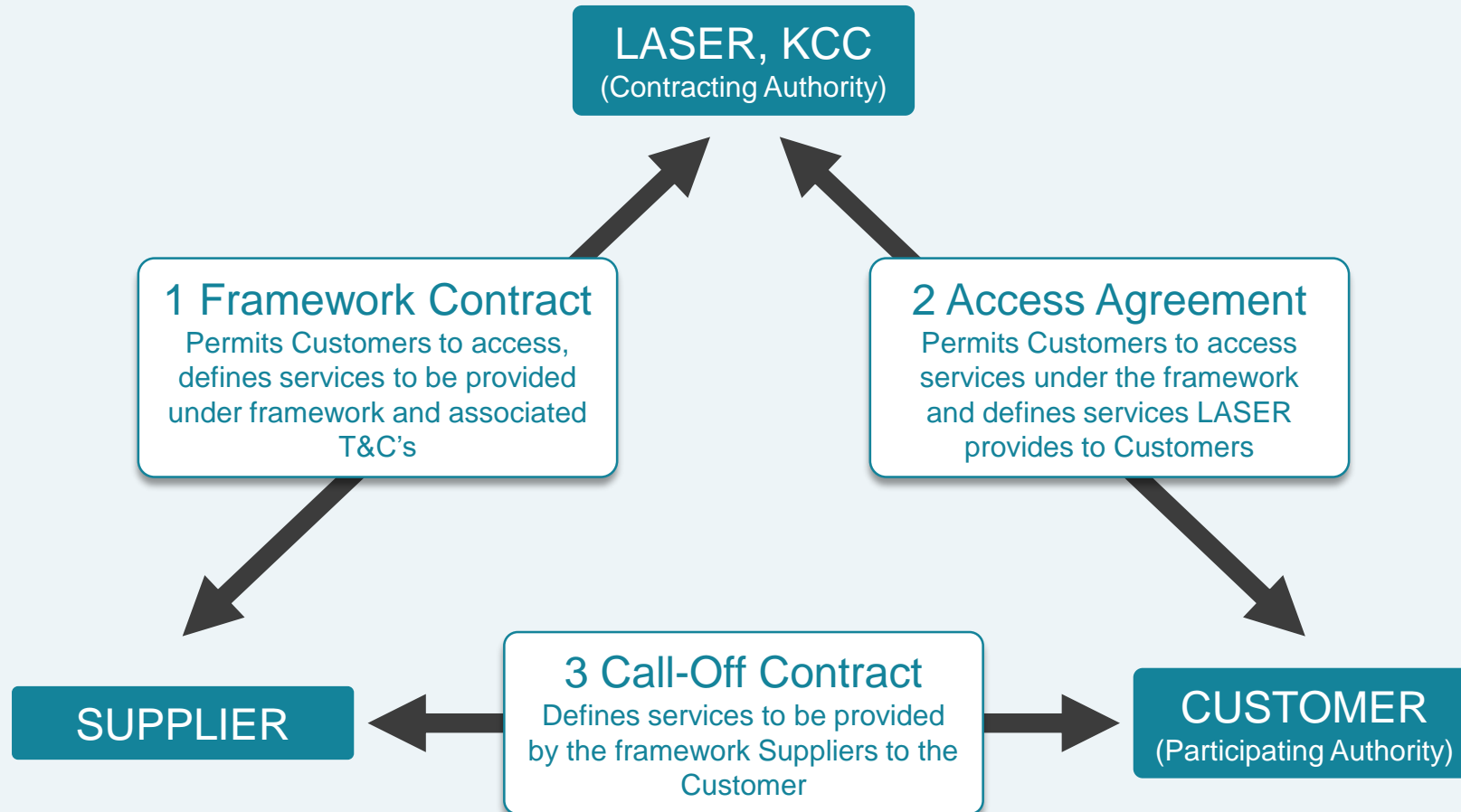
MPR	Site Name & Address	Budget Projection												
		FY Cost Apr19 - Mar20 (£)	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20
1234567890	Site 1	£44,687	£3,587	£2,829	£2,074	£1,970	£1,948	£2,078	£3,600	£4,760	£5,488	£5,918	£5,322	£5,114
9876543210	Site 2	£3,832	£306	£210	£137	£124	£121	£140	£289	£429	£533	£567	£506	£471
2468013579	Site 3	£10,537	£832	£631	£476	£445	£435	£480	£821	£1,139	£1,312	£1,440	£1,298	£1,227

Management Information

	Site/Customer	Meter Asset Details	Queries	Billing Status	Readings	Debt
Reporting Aspect	Site Name	Billing Scale	Query Reference	Latest supply period invoiced	Last Read Date	Within payment terms
	Site Address	Available Capacity/ Meter Capacity	Query Type	Unbilled Value	Last Read Type	Outside of payment terms
	Post Code	Maximum Demand	SLA For query resolution	Unbilled Reason	Last AMR Read Date	
	Supplier Account Number	Meter Code	Query Age	Rolling annual invoice value (VAT & Net)	Last AMR Read Type	
	Billing Address and Postcode	Meter Asset Manager/ Meter Operator	Query Owner	Rolling annual billed consumption	Polling Status	
	MPAN/MPR	Corrector Setup	Latest Query Update	Accrual value for unbilled		
	Supp Data	No. Read digits	Account on bill stop?	Accrual consumption for unbilled		
	MSN	Installation Date	Action Holder	Credit & Rebill %		
	EAC (kWh)	Removal Date	No. Closed Queries			
	Contract Name	Model				
	Customer Name	Manufacturer				
	AMR Status – Installed, Pending Installation, Traditional					

Contract Documents

Operating under the framework



Framework 2020-2024 – Summary

New Framework Structure

Existing and new benefits

Improved contracting options

Communications:

- Customer Information Packs
- Customer User Guides:
 - Process Guide
 - Further Competition Guide
 - Template for Further Competition
 - Template for Evaluation
- Account Managers Meeting with Participating Authorities
- Contract 'sign up' via DocuSign

Questions?