



Case Study



GBR Phoenix Beard

THE CLIENT

GBR Phoenix Beard is a full-service, independent property consultancy with offices in Birmingham, London and Leeds. Their clients range from large institutional investors through to property companies, developers and occupiers across the UK.

THE CHALLENGE

GBRPB have a complex, dynamic portfolio of properties and energy supplies. They were looking for a responsive, proactive partner, with a "can do" attitude, who would refresh their energy procurement and energy management processes to deliver even better value for their clients.

WHY SMITH BELLERBY?

We have extensive experience of working with complex organisations which tend to have complex utility management issues. With the support of the Directors and Property Managers at GBRPB, we have re-organised

the company's energy tendering processes. These are now more structured and streamlined, allowing GBRPB to improve market responsiveness, maximise buying power and source highly cost-effective energy supply contracts for their clients.

We have subsequently extended our service to cover bill validation and provision of recharge data, working with GBRPB's finance team to implement consolidated and electronic invoicing processes. We also provide bespoke project management for new connections, disconnections, supply moves and changes. This frees up valuable time for property administrators and facilities managers. Work is now well underway on an energy & carbon management portal, provided by digitalenergy, which will change the way in which GBRPB monitor & report energy usage for their clients. It provides a single repository for building data, energy contract information, energy charges, meter reads and energy usage profiles which are then available 24/7 across the organisation.

KEY MESSAGES

- *We develop effective partnerships with clients to ensure they consistently achieve best value from energy procurement activities.*
- *We understand complex organisations and work with them to save them time and money on their utility management activities.*
- *We have tried and tested, robust processes - our clients can rely on the cost and usage data which we provide.*

SOLUTIONS

- Energy Procurement
- Supplier & Portfolio Management
- Invoice Management
- Usage Monitoring & Reporting
- More than 350 gas and electricity supply points throughout the UK.



We are delighted to have found Smith Bellerby. They have brought some much-needed clarity and structure to the world of utility management, and our clients have seen significant savings as a result.

Neil Anderson
Director



If you would like more information, or to arrange an informal discussion on the issues raised in this publication, please contact:

Steve Bellerby

Managing Director
s.bellerby@smithbellerby.co.uk

Jenny Smith

Operations Director
j.smith@smithbellerby.co.uk

Smith Bellerby

Smith Bellerby, founded in 1999, is the UK's leading cost management consultancy. We deliver sustainable profitable growth and major cost reductions for our clients using a strategic approach to utility management.

For over 15 years, we've been helping leading organisations across a diverse range of industries and sectors to overcome their key cost management challenges.

We have built our business upon a reputation for outstanding customer service, saving clients in excess of £7 million and still counting.

For further information, please visit www.smithbellerby.co.uk

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