



# IN WHOSE INTEREST?

Getting the right Energy Procurement  
Advice for your business

JMCL

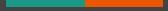
# Contents

Introduction

Knowing me, Knowing my business

Knowing you, Knowing your business

An Enlightened Approach?



## Introduction

Many organisations choose to appoint an expert to help them with their energy procurement. The expert's market knowledge, their access to suppliers will - in theory, at least - get them improved terms and prices on their supply contract.

How can an organisation be sure that the advice they receive is in their best interest?

Transparency, understanding and relationships are vital. What you know about the expert you work with and what they know about you and your business will reveal a lot about the value of help and advice you are receiving.

We've put together a list of key questions that you should ask to determine if an expert is really working to your organisation's best interest.

# Knowing me, Knowing my business

Different factors like time of use, peak demand, credit, geography, number of sites, number of meters and market exposure all have a bearing on the price you pay.

Knowing how suppliers work with companies like yours and how to negotiate the best position for your business means **knowing the market you play in.**

**If your broker doesn't understand your needs, consumption patterns and can't connect with broader business objectives then you can't get the best product.**





# Knowing you... Knowing your business

1

## How many Suppliers do you work with?

Asking multiple suppliers for a price is one thing, knowing which to engage with and when is another entirely. Your broker cannot command the best price if they only work with a handful of suppliers.

2

## What kind of process and technology do you use?

Simple RFPs, and emails are behind the market. It's important that the expert you work with can cut the time to market in order to ensure you get the best solution at the right price.

3

## How are you compensated?

If an expert only gets paid when you move - you'll move. If an expert gets paid based on the goals you achieve, you'll be more likely to achieve those goals.

**This is probably the most important question you can ask.**

4

## How will you prove I got the best available price?

In markets where the commodity price can move quickly, it is important that savings and total cost is reported transparently. If you have multiple sites or facilities it should be possible to see an overall and granular view.



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# An Enlightened Approach?

You should engage any broker or consultant to better understand all of your options, and how they tie back to your organisation's goals. If you feel any ambivalence, or you feel that something has been hidden, then something is probably wrong.

JMCL Consulting are not affiliated to any suppliers. We don't take commission. We are completely independent.

Our people, process and technology combine to give you confidence that you are making the best energy product and pricing for your business.



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