

Nationwide Utilities

# The I&C Energy Guide

## Decoding Energy Procurement

Bespoke services for your energy procurement and management.

Energy  
Management  
Renewable  
Supply  
Network  
Connections

**nationwide**  
energy solutions **utilities**

# About Nationwide Utilities

**Nationwide Utilities is a wholly independent, leading B2B utility consultant operating across the UK, delivering tailored energy solutions for both SME and larger businesses with significant energy consumption.**

We are committed to continuous improvement and innovation, prioritising sustainability and emission reduction solutions to meet global climate change goals.

**We understand** your unique challenges from managing complex energy costs, sustainability commitments.

**We are your trusted partner** to deliver tailored, transparent, and cost-effective energy solutions.

**Our commitment** to innovation and sustainability ensures that we help your businesses meet Net Zero goals, reduce emissions, and improve energy efficiency. With over £1bn in energy spend under management and trusted by international businesses. We provide industry-leading expertise and technology-driven insights to optimise your energy procurement and consumption.

NU at a glance

**£1bn**

Energy spend under management

**£100m**

Clients saved in energy costs

**90%**

Client renewal rate

**25 Years**

Expertise in the energy sector

# Understanding What You're Really Paying For: **Commodity vs Non-Commodity Energy Costs**

When it comes to your business energy bill, the price you see on paper isn't just about the electricity you use. In fact, the energy itself, known as the commodity cost, is often less than half the story. The rest is made up of a wide range of charges known as non-commodity costs, or third-party charges (TPCs). These can quietly make up over **60% of the total Electricity bill**.

## What Are You Actually Buying?

- 38 %** **Commodity (wholesale) Costs**  
This is the 'pure' cost of the energy you consume, electricity (in kilowatt-hours) or gas. These rates rise and fall with the wholesale markets, which are influenced by everything from global fuel prices and geopolitics to weather patterns and available capacity.
- 62 %** **Non-Commodity Costs**  
These are the charges that fund the rest of the system: transporting energy across the grid, balancing supply and demand, and financing government climate schemes. They're often baked into your tariff and include:
- 27 %** **Network Charges**
    - **DUoS:** Local distribution charges from your DNO (Distribution Network Operator).
    - **BSUoS:** Costs of keeping the grid balanced in real time, which are rising as more intermittent renewables come online.
  - 22 %** **Policy Levies**
    - **Renewables Obligation (RO) and Feed-in Tariff (FIT):** Legacy schemes to support green generation.
    - **Contracts for Difference (CfD):** The key mechanism now funding new renewable projects.
    - **Capacity Market (CM):** Pays generators to be available during peak demand.
    - **Climate Change Levy (CCL):** An environmental tax designed to push efficiency improvements.
  - 13 %** **Other Charges**  
These might include balancing and settlement fees from Elexon, or RCRC payments – obscure, but real costs that flow through to your bottom line.

# Fixed vs. Flexible Procurement: Choosing the Right Fit for Your Energy Strategy

The right contract can protect margins, improve forecasting, and support sustainability goals.

## Fixed-Price Contracts

A fixed-price contract means you pay a set price per kilowatt-hour for electricity or gas over a defined period, usually between 12 and 36 months. All or most non-commodity costs are bundled into the rate.

### How it works

You get budget certainty. Costs are locked in, making it easier to plan ahead and avoid surprises. It's simple to manage and doesn't need much day-to-day involvement.

### What to watch for

You'll often pay a risk premium, so prices can be higher than the market rate at the time of signing. If prices drop later, you won't benefit. These contracts sometimes include 'take or pay' clauses, so using less energy than expected can trigger penalties. Also, because charges are bundled together, it's harder to see how non-energy costs break down, which may affect your ability to claim certain exemptions.

### Best for

Businesses that value price certainty over flexibility, have a low appetite for risk, or are smaller players within the large-user category.

## Flexible Contracts

Flexible contracts allow you to buy energy in smaller tranches over time. This can be done in advance or closer to delivery, often on wholesale markets like day-ahead or month-ahead indices.

### How it works

You can take advantage of dips in the market to buy at better rates. It gives you more control over how and when you buy and allows you to adjust your usage forecasts. These contracts can also include green energy options.

### What to watch for

It needs active management. You'll either need someone in-house who understands the market or external TPI (Third Party Intermediary) support. Poor timing can lead to higher costs than a fixed contract. Billing and tracking are more complex too.

### Best for

Energy-intensive businesses with the resources to manage their procurement closely, a higher tolerance for risk, and the potential to make savings by buying smart. Smaller users can still access the benefits through collective buying groups or flexible baskets.

# Energy Procurement Solutions

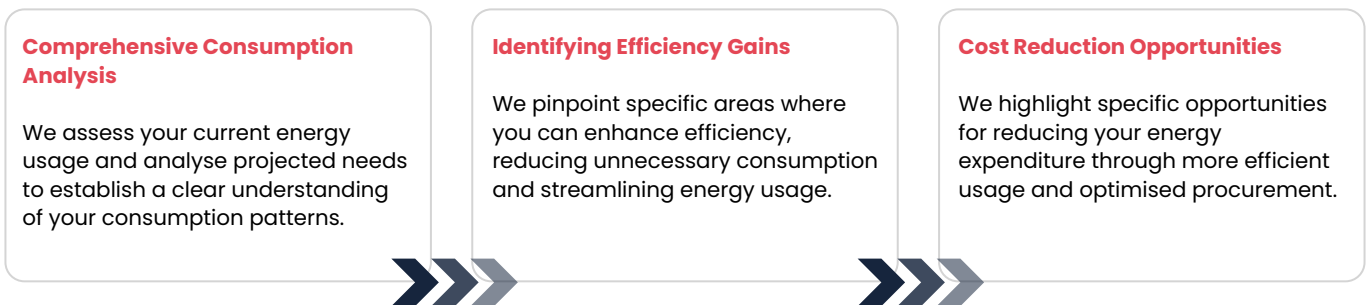


## Energy Audit

Before you can optimise your energy strategy, you need a clear understanding of your current consumption. Our Energy Audit provides a foundational analysis for informed decision-making.

An Energy Audit with Nationwide Utilities is a detailed assessment of your business's energy usage, designed to identify practical opportunities for improvement.

### Our Energy Audit Process:



## The Benefits of a Nationwide Utilities Energy Audit:

Gain a precise understanding of how and when your business uses energy. The audit findings provide a solid basis for making informed choices about contract renewals and developing effective procurement strategies.



# Accurate Bills. No Overpayments.



## Bill Validation and Cost Recovery

Our Bill Validation service ensures you only pay for the energy you actually use. Mistakes on energy invoices can be costly. We meticulously check your bills, quarterly or monthly, before you pay the supplier. We detect and correct errors, and if there are discrepancies, we contact suppliers to resolve disputes and recover overcharges for you.

This service also reviews your consumption and pricing to find better tariff opportunities and explore ways to reduce government levies or third-party charges.

### Key services include:

- Bill errors detection and correction.
- Cost recovery, contacting suppliers to resolve disputes on your behalf.
- Review consumption and price structures for better tariffs.
- General maintenance and smart meter installation for more accurate data.
- Ensuring accurate billing for moving in and out of business premises.
- Exploring opportunities for mitigating or avoiding government levies (eg CCL) & third-party charges.

## How we validate your bills



# Simplified Energy Management

Our risk management strategy for energy procurement is designed to align with your overall scenario planning and risk appetite, within ISO50001 standards.

## Market Intelligence

We built Insights to help businesses make informed decisions, optimal energy purchases for cost savings and risk control using Market Triggers.

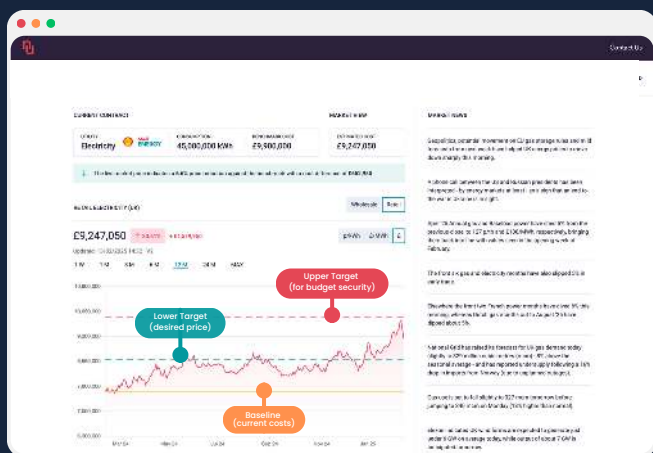
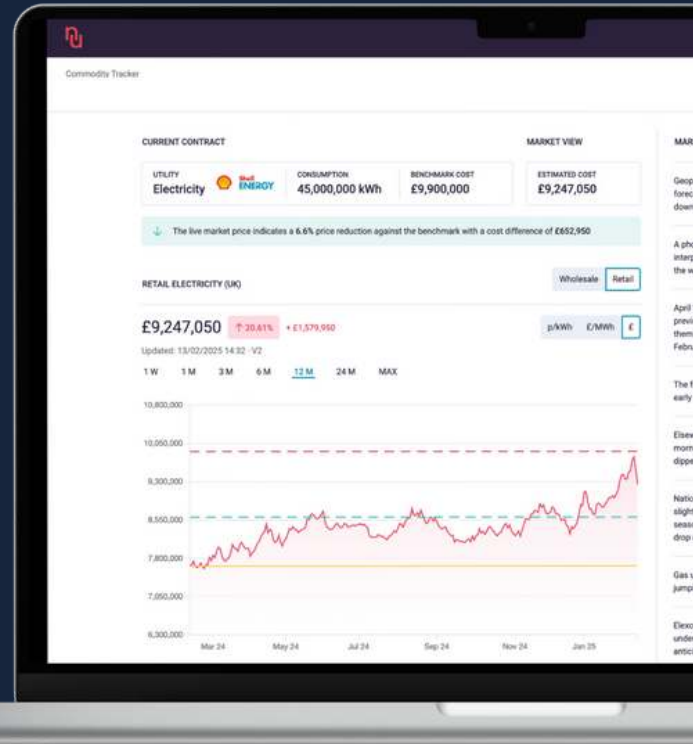
## What are Market Triggers?

Market Triggers are custom energy price points set for each of our clients, based on their needs and objectives.

When energy prices move beyond these predefined maximum and minimum levels, our system immediately notify our specialists.

## Budget Certainty

You set the targets, we track the market. Transparent energy market monitoring ensures contracts stay within your predefined price strategy.



## How Market Triggers Work

1

### Trigger Setting

Set your lower and upper targets or budget security.

2

### Real-time Energy Tracking

Maintain oversight of prices and trends.

3

### Automatic Alerts

Maintain oversight of prices and trends.

4

### Execute Energy Purchases

Act immediately to secure the best energy contract.

## Intelligent Energy Procurement

Up-to-date energy pricing, and real-time market reports.

[Learn More](#)

# Optimised Energy Management



## Consumption Reporting

We monitor your usage in real time to improve efficiency and reduce waste. Tailored reports track trends, peak demand, and environmental impact, supporting BS16001 and ISO50001 compliance.

### Key features include:

- Meter management.
- Budget and energy usage reporting.
- Historical consumption analysis.
- Environmental assessments.
- Half-hourly and smart meter data management.
- Exception reporting with alerts.

### Business Benefit

- ✓ Full visibility over site performance
- ✓ Easier budget planning and forecasting
- ✓ Faster issue detection and resolution



## Energy Reduction

We identify inefficiencies and deliver practical strategies to lower energy use and enhance operational performance. This supports long-term cost savings and sustainability goals.

### What we deliver

- Voltage optimisation to reduce excess consumption
- Real-time monitoring to catch waste early
- Sub-metering to isolate high-usage areas
- Recommendations for low-energy technologies

### Business Benefit

- ✓ Lower operating costs without compromising output
- ✓ Improved equipment performance and lifespan
- ✓ Clear action plan to meet ISO 50001 targets



## Sustainability Solutions

We help you transition to renewable sources such as wind, solar, and hydro. Our green energy contracts are tailored to your operations and offer long-term, stable pricing.

### What we deliver

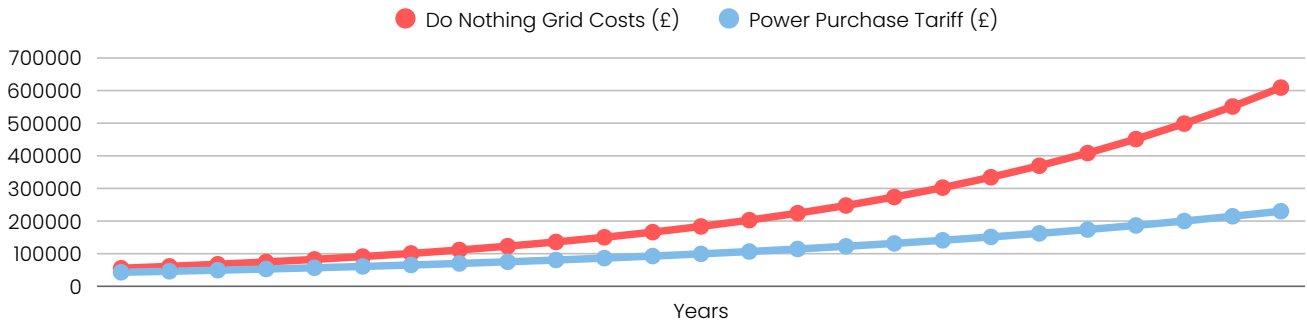
- Sourcing from 100% renewable suppliers
- Fixed-rate green energy contracts
- Environmental impact tracking and reporting

### Business Benefit

- ✓ Reduced carbon emissions and stronger ESG credentials
- ✓ Support for net zero and decarbonisation goals
- ✓ Enhanced brand reputation with customers and investors

# Long Term Smart Energy Procurement

How you buy energy is just as important as how you use it. With a smart procurement strategy, you can protect your business from market volatility, reduce long-term costs, and secure greater control over your energy spend.



Power Purchase Agreements deliver significant long-term savings and offer mutual benefits by providing stable, predictable energy costs for consumers and revenue certainty for generators.

## Power Purchase Agreements (PPAs)

Power Purchase Agreements are long-term contracts to buy renewable electricity at a fixed price. These are ideal for high-consumption businesses looking for price stability, carbon savings, and greater control.

You commit to buying electricity over 10 to 20 years, usually from wind or solar sources. In return, you get a lower, stable rate and help fund clean energy infrastructure.



### Direct PPA (onsite)

The generator is located on your premises (e.g. rooftop solar). Electricity is delivered through a private connection, cutting out grid costs and avoiding transmission losses.

#### Business Benefits

Lower rates, no grid fees, full traceability.



### Physical PPAs (‘Sleeved’)

You buy from a specific renewable project. A licensed supplier manages the flow of power through the grid, balancing supply and demand.

#### Business Benefits

Long-term savings with direct project connection and backed by REGO certificates.



### Virtual/Financial PPAs (VPPAs):

A financial hedge, not a physical supply. You and the generator agree on a fixed 'strike price'. You continue buying energy as normal, but get paid the difference if the market price rises above your strike.

#### Business Benefits

No infrastructure needed, ideal for supporting sustainability goals while managing financial risk.

# Our Services

## Energy Management

Managing energy efficiency means harnessing every watt to boost performance, cut costs, and support a greener future. We provide our clients with dedicated services and solutions for energy management that go beyond simple transactions.

### Our Energy Management Services

Procurement

Energy Audit & Strategy

Bill Validation & Cost Recovery

Consumption Reporting

Market Intelligence

Fixed/Flex Energy

Public Sector Procurement

## Network Connections

We specialise in facilitating new supply connections and upgrading your existing capacity. Our comprehensive services cover everything from meeting DNO/IDNO requirements to installing advanced metering solutions, ensuring your infrastructure is future-ready.

### Our Network Connection Services

Utility Connections (New & Upgrade)

DNO / IDNO

Metering

## Renewable Supply

Developing your company's Net Zero or sustainability strategy is a journey, and Nationwide Utilities is there for you every step of the way. Our practical services are designed to help you cut your carbon footprint, lower your energy bills, and support your business growth by harnessing sustainable power.

### Our Network Connection Services

Private wire

Power Purchase Agreements

Solar PV Panels

## Continuity Supply

Our comprehensive continuity supply solutions are designed to help your business optimise power usage and maintain an Uninterruptible Power Supply (UPS). Our expert team is committed to guiding you towards making the right power solution tailored specifically to your business needs.

### Our Network Connection Services

Fuel Cells

Gas Turbines

Battery Energy Storage System

## Discover the 360 Power strategy

The complete power and energy management solution for your business

[Learn More](#)

# Why Nationwide Utilities

**Take the complexity out of choosing your next energy partner.** With over 20 years providing energy services and a proven track record in strategic energy management and procurement, we leverage our extensive industry knowledge and innovative market trigger technologies to secure you the best deal at the **right time**, on the **right tariff**, with the **right supplier**.

## Innovative Technology

**Timing is crucial when it comes to energy procurement** Our powerful market insights technology: Market Triggers, ensures you purchase energy at the optimal moment, capitalising on market volatility, mitigating risk, and saving money. With your access to the platform, you can filter and easily access the relevant information for your business.

## Exceptional Customer Service

**We support your business with a dedicated team**, providing hands-on help from our first talk right through managing your account long-term. Our project managers and technical experts make sure everything we do focuses on quality, efficiency, sustainability, and real value for you. Client satisfaction is key, over 90% of our clients renew their contracts shows we're building relationships that last.

## Comprehensive Offering

**We offer a full range of services that cover all your energy needs**, from procurement to sustainability initiatives, backed by expert consultancy and guidance. Led by skilled Project Managers and supported by Technical Experts, we focus on quality, efficiency, sustainability and cost-effectiveness.

## Bespoke Offering

**Get energy solutions built just for you.** We tailor everything to your specific needs and goals, working closely with you to create procurement strategies that respect your risk tolerance and budget. Our aim is to ensure the plan we develop achieves the optimal results for your business.



***Our experience with the Nationwide Utilities team has been nothing short of outstanding, and their expertise has greatly benefited our business.***

*Their team led a site audit and comparison project which proved invaluable: it helped us identify several supplies that were not under contract. As a result, we were able to renegotiate these contracts and secure better energy tariffs, leading to significant annual cost savings for our company. Their efforts to consolidate all our supplies have streamlined our operations and will undoubtedly make future renewals much easier.*

*Their proactive approach and meticulous attention to detail have made a notable difference to our energy management strategy.*

**Linda Baxter**  
Environmental Social Governance Manager  
Allen Motor Group

# Supercharge your business with a **360 Power Strategy**

Energy  
**Management**



Network  
**Connections**



Continuity  
**Supply**



Renewable  
**Supply**



## Get In Touch

Speak to one of our energy consultants at a time that works for you.

[enquiry@nationwideutilities.com](mailto:enquiry@nationwideutilities.com)  
[www.nationwideutilities.com](http://www.nationwideutilities.com) 0800  
862 0861

**London Office:**  
346 High Street Kensington  
London  
W14 8NS

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energy solutions **utilities**

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