

Case Studies of our work... **Hotels**

Hotel Group - Looking to outsource

Prestige were in contact with an independent group of 3 hotels in Scotland. The energy had always been managed in-house by the Proprietors PA and Office Manager. Prestige were asked to complete a review to identify inefficiencies and establish whether improvements could be made. It transpired that the contracts were currently managed independently to each other and causing a vast amount of administrative burden to the Office Manager.

The energy contracts were with various suppliers and ending at various points across the year. Although the Office Manager was very good at 'shopping around' on each renewal, this was taking up a considerable amount of time which could be better spent on other front line duties. Prestige were able to implement a group strategy for the Hotels. Streamlining the supplies to all end at the same point in time and with 1 supplier. This considerably increased the groups' purchasing power in the market, as well as realised approximately 1 week a year back in time for the Office Manager! After the initial 'tidy up' phase, the group were able to achieve £10,000 in savings to current rates through Prestige's improved strategy and advice on when to secure in the market.



International Hotel Group - First UK Site

Prestige were engaged with a large international hotel group whom had purchased their first UK site near Heathrow. The site had been open for around 12 months with the focus being on establishing the brand presence in the UK market. The energy had been renewed with current suppliers when the site launched as the company had little knowledge of the process or services available in the UK.



Prestige completed an initial review. This transpired that the FD had actually been misled into signing 2 year contracts on the energy, when he thought it was only 1! They had also recently had a new air conditioning system installed which was predicted to lower their energy consumption. Having volume tolerance clauses in their existing contracts, Prestige were able to manage this with the incumbent supplier and ensure no hefty fines would be incurred.

The group had big growth plans for the UK and were currently in the process of acquiring their second site. Prestige proposed a strategy which could be implemented to grow with the group. Ensuring the strategic foundations for the utility purchasing were in place from the beginning. Offering the client a new site service, from infrastructure requirements, through to ensuring all new supply contracts were bought in line with the group strategy, all at no extra cost!

Independent Hotel Group - Second Opinion

Prestige were requested to complete a second opinion for an independent hotel group based in the Lake District. Already using an energy consultant, they were unsure we would be able to help, however wanted to verify that everything was being managed in the best way possible.

After completing the initial review, it transpired that the clients' existing consultant were being very reactive in their 'management' and were not offering any sort of long term strategy. They had also been placing contracts portraying themselves to be a supplier, and adding a significant margin to the rates!

Establishing a considerable saving of over £58,000 in the first instance, the client was extremely surprised, and needless to say very grateful, at our findings.

Prestige now work closely with the Operations Director, setting trigger points for renewals and ensuring they are secured at the most advantageous times in the market, with only reputable suppliers of course!



Independent Hotel Group - Energy Management

An independent hotel group of 2 sites has never before used an energy consultant. Indeed, the job fell on the Operation Directors lap and had never left! Prestige reviewed the existing management, which was extremely reactive and basic, as you would expect. The larger of the sites consumed over 3G PA in gas, with nearly 30 different meters to manage! Prestige were able to rationalise the entire portfolio supplies and put in place a proactive strategy for the future.



After working together for nearly 4 years, Prestige are very much seen as an unsalaried extension to the management team. Year after year we proactively watch the market and tender the portfolio when opportunistic, giving the client clear insight into current market conditions. Savings to date are now at £42,000!