

Case Studies of our work... **Manufacturing**

Manufacturer - Energy strategy required

Prestige were introduced to a contact lens manufacturer via a partner. The energy had never really been looked at and was managed by the group FD.

As a moderate consumer, the energy costs were certainly significant enough to warrant it being managed as efficiently as possible!

Prestige were able to streamline the groups 2 UK sites, and maximise the combined purchasing power. Being relatively simple in supply terms, the main benefit Prestige were able to provide was ongoing market insight. Enabling the client to make informed decisions when the market was opportunistic, which they were otherwise unaware of. This was of high interest to the client and subsequently Prestige have been working as the client's trusted energy partner for the last 3 years now.

Manufacturing - Multi-site

Prestige were engaged to complete a review for a high end lock manufacturer and retailer. The client were currently using a consultant but were happy for Prestige to provide a second opinion.

The review identified that the existing consultant was being very reactive and offering an extremely basic 'service' of brokering on a site by site basis at 'renewal'.

Prestige were able to achieve significant time savings by rationalising the groups 12 sites, as well as monetary savings of circa £700 PA.

Now the appointed energy consultant to the group, Prestige act as an unsalaried member of the management team, proactively managing the energy purchasing.



Manufacturing - Single site

As another introduction for the local chamber of commerce, Prestige were invited to review the energy purchasing for a packaging manufacturer in SW London.

Only a single site, the client was interested in the market insight we could provide. Enabling them to purchase at opportunistic moments, rather than in a set point in time.

Initially, Prestige were able to implement a strategy by moving the contractual end dates to a more favourable time of year, and then advise the client when and as there were movements in the market.

Savings in the first year were circa £2,000 PA, with the following year unfortunately seeing an increase of around £400 PA.

However, had the client not been working with Prestige, this increase would have been significantly higher as well as catching the client off guard.

By working with us, the client was aware very early on that increases were likely, and valued the various opportunities we made them aware of. Ultimately enabling them to secure the new contracts when they felt it beneficial.

Prestige now work closely with the client, providing proactive energy management at no cost.

