

Answering questions that *will help you to decide*

**How much would you expect to save my company?**

Typically, we would save between 10% and 30% of your telecommunications and utilities costs. However, through our detailed analysis, we often discover unexpected savings, which are specific to individual clients.

Please also note that our service is not just about cost savings – many of our clients view the benefits of reduced administrative hassle and on-hand expertise as equally important.

How big does my company have to be to qualify for your service?

Our experience has shown that any company with more than 20 employees should benefit from our services. However, we do have some clients with fewer employees but high costs in certain areas. Please give us a call and we can confirm whether you would benefit from our service.

How are savings calculated?

We calculate savings as the difference between the amount you actually paid, subsequent to the implementation of our recommendation, and the amount that you would have paid had our recommendation not been implemented. When we present the invoice for our share of savings, it is accompanied by an explanatory report, and there is a clear audit trail from our invoice to the individual utilities & telecommunications invoices that you have received.

How do you benchmark the savings if the market is constantly changing?

We agree benchmarks with you upfront. In most cases, without our involvement, our clients would have been offered a fixed price contract for a specific period of time. Therefore, the benchmark for that fixed period of time is clear, and not impacted by the changes in the market prices.

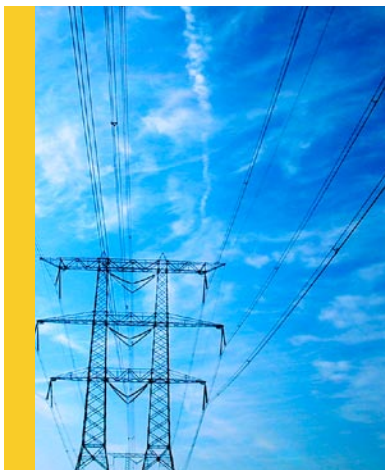
In more complex cases, we would agree the approach with you, so that you are satisfied that the savings have arisen from our recommendations.

What happens if my energy or phone usage changes due to reduced / increased business activity?

When we put forward a recommendation, we would calculate the expected savings based on your past usage and our understanding of your future plans. When we calculate the actual savings, say after one year, this is based on actual usage so your savings are calculated precisely, based on the actual number of kWh consumed and the number of call minutes you have made. Therefore any changes in your usage are accounted for precisely.

Please note that in certain circumstances, our recommendation would lead to reduced consumption, which would result in a saving.

**+** **Helping you control the cost**
of being in business



What do we need to do in order for you to start work?

To initiate our programme of work, we require you to sign our Consulting Agreement and provide us with your most recent energy and telecommunications invoices. We also need about an hour of your time to understand how your business operates, whether you have plans that are likely to impact your utilities or telecoms, and what your priorities are. All of this is important information, to ensure that our recommendations are tailored to your needs.

How do you manage implementation?

One key element of our service is that we reduce your administrative workload. Therefore, we not only investigate and provide you with recommendations, but we prepare and scrutinise all of the paperwork and we manage the implementation of any changes for you.

When would you produce your first analysis report?

Once we have received your most recent utilities and telecommunications invoices, we would typically complete our initial report in approximately one month. We would meet with you to discuss this and obtain your agreement for us to implement our recommendations.

Are we required to implement your recommendations?

We would not offer recommendations to you unless we firmly believed that they represented the best course of action. However, we do not require you to implement any of our recommendations. The implementation of recommendations is subject to your approval, so control rests firmly with you.

What are your fees?

In the majority of cases, at the start of engagements with our clients, we provide our services on a performance basis. This means that we share refunds and savings for a predefined period, which arise as a result of recommendations that we have implemented. Under this arrangement, if a company does not realise proven refunds or savings, they pay nothing.

Once we have a proven track record of implementing savings, many of our clients transition onto fixed fee arrangements. However, some clients have chosen a fixed fee arrangement from the outset.

What happens if you do the work and cannot find any savings?

If you do not realise proven refunds or savings as a result of our work, then you pay us nothing.

+ **Helping you control the cost**
of being in business

For more information telephone: **01565 755600**, email: mail@beaconplus.co.uk or visit: www.beaconplus.co.uk