

A high-speed photograph of water splashing, creating a dynamic and textured blue background. A large, semi-transparent blue circle is overlaid on the left side of the image, containing white text. The text is centered within the circle and reads "How to save on business water rates".

How to  
save on business  
water rates

smarter  business<sup>®</sup>

# 6 Reasons to Save Water



## Secure our Water Supplies

Water resources are becoming scarcer, which means that it's becoming more expensive to build new infrastructure to augment existing water supply. Saving water reduces the pressure on creating new infrastructure. It also means that our water supply is more resilient to climate change.



## Protect the Environment

Efficient water use minimises the amount of water taken from aquifers and rivers due to a rise in demand. Reducing our dependence on these water sources protects the resources themselves as well as the wildlife that inhabit them.



## Save on Business Water Rates

First, foremost, and most obviously, saving water means that you save on your business water rates.



## Reduce Your Carbon Footprint

Processing, purifying and heating water is an energy-intensive process, and operational emissions from the water industry account for almost 1% of the UK's total emissions.



## Generate Positive PR

Showing the public that your company cares about saving water enhances its reputation. Your water saving measures can be used as public relations material.



## Comply with Environmental Legislation

Businesses that invest in technologies and strategies that encourage sustainable water use may be eligible for tax savings. The Enhanced Capital Allowance (ECA) water scheme incentivises businesses to invest in technologies that improve water quality and save water by letting qualifying companies claim back 100% first-year allowances on investments in certain technologies and products.

## The Rising Tide of Business Water Rates

The UK government will be investing over £8 billion in the water industry throughout 2018, which means that water customers will be footing the bill. The average water bill in England is set to rise by 2% for the 2018/2019 year.

# 2 Simple Ways to Reduce Business Water Tariffs

The best business water reductions come from implementing an array of measures consistently across the business. A broker can work with you to advise on and implement both quick wins and long-term gains to make your organisation's water strategy more efficient and cost-effective.

# 1 Shop around and save on business water tariffs

The floodgates opened in 2017 when the water market was deregulated, offering businesses a choice in water suppliers and allowing them to benefit from increased competitiveness and elect the water supplier that best suits their needs. It also means that businesses are able to consolidate their bills, with one supplier to administer all of their sites.

## How much do you stand to save?

Your business stands to make notable savings in an increasingly competitive market. By shopping the market and comparing business water tariffs, your business can save up to 20% on your business water rates, money which can then be allocated to other important areas.

### The Savings Stats

- Small businesses will benefit from a savings windfall of £200 million!
- Over 36 000 businesses have switched water suppliers since the non-household market deregulation in April. More than half of these are low water users – most likely SMEs.
- Our research shows that the current standard tariff from the most expensive provider to the cheapest supplier is different by 57%.

### What stops businesses from switching?

- **It's too much effort** - There is some legwork involved in shopping and switching, but the cost-saving benefit is usually worth the effort.
- **I won't save much money** - The amount of money your business stands to save depends on your water usage habits and your current deal. However, it's likely that if you haven't switched for a while, the savings could be significant.
- **I'm loyal to my supplier** - When it comes to business water tariff savings, businesses need to be proactive to find the best deal. It's worthwhile to compare quotes from other suppliers and/or negotiating with your existing supplier for a new deal that better suits your needs.

# 2

## Reduce Water Consumption

Our experts offer some water saving tips to help your business save on your water consumption and business water tariffs as a result.



### Easy water-saving measures

- Educate and inform your employees on the importance and practices of water efficiency and remind them to save water at every opportunity. They may also have some ideas of their own.
- Monitor leakage by checking your water meters at night or when water is not being used.
- Make sure that relevant personnel know where your supply pipes run and where the shut-off valves are located. Should a pipe suddenly burst, someone will then be able to shut off the mains quickly to avoid water wastage.
- Insulate your pipes to reduce the risk of water freezing and pipes bursting.
- Check your monthly water bills and record your consumption so that you're aware of any spikes in your tariff and can identify the cause of them.
- Use a smart water meter for efficient water consumption data and analysis. You can use this to set targets for water efficiency.
- Conduct regular checks for drips, leaks and other water wastage and encourage your employees to do the same.



## Longer-term water-saving investments

Major cost savings can be gained through the installation of simple devices that may require higher upfront costs but result in water and cost-savings in the long run.

- Purchase water-efficient equipment
- Urinal controls or waterless urinals
- Efficient flush toilets
- Automatic or sensor taps
- Water-efficient taps and showers (these will save on both water and energy by minimising the use of heated water)
- A rainwater harvesting device
- Water recycling infrastructure that will allow you to use greywater or rainwater
- Use a sensed irrigation system to better control exterior water use
- Fit your showers and faucets with low-flow restrictors

## This all sounds good, but where do I start?

For many SMEs, acquiring and comparing quotes and understanding contract terms is a tedious process. The administration detracts from the fundamental daily running of operations. Many SMEs have all intention of saving water and reducing business water tariffs, but the truth is that they simply don't have the time, expertise, resources or relationships to pursue strategic water portfolio management. This is why it's beneficial for businesses to use the services of a professional broker.

At Smarter Business, know that SMEs have relatively restricted time to thoroughly explore their options in the open water market. But the reality is that if you're not taking the time to investigate the options, you are likely missing out on valuable business water tariff savings for your business.

# CASE STUDY

**Smarter Business negotiates supply contracts to 94 sites, securing £150,000 in savings.**

Voltix Services offers a comprehensive facilities maintenance service across a range of sectors. One of their clients, a property management company, tasked Voltix Managing Director Brian Sydney with finding solutions to consolidate all the company's water and energy contracts across its 94 sites.

Voltix decided to partner with Smarter Business to find solutions to solve the business' water and energy challenges.

## **Brian says:**

"I'm sure you can imagine that dealing with multiple suppliers for various energy and water contracts is a time-consuming job. When Smarter Business told me they could consolidate and manage all of the energy and water contracts as well as validate historical invoices and claim any over spend, I was thrilled! Smarter Business was able to ensure the supply of energy and water to over 94 sites was managed efficiently and that the transition from the previous management service provider went smoothly. They also managed to procure a savings of £150,000. Since handing over the energy and water contracts to Smarter Business, we haven't had any of the problems we had experienced in the past. The full package provides ongoing savings, not only in monetary value, but in time and also in ensuring energy and water efficiency."

## Why use a Broker?

- A broker will do the legwork, you do the saving!
- They have long-standing relationships with reputable suppliers.
- Brokers are able to negotiate, procure, and compare water quotes on your behalf and ensure contract terms best-suited to your needs.
- With their industry knowledge and expertise, brokers can secure the most affordable water contracts.
- They can also advise on other services such as energy procurement, smart metering and invoice validation.
- A broker can assist you in setting up a strategy to monitor and manage your gas and electricity.
- They will implement best practices for on-going benefits and water savings, helping you rollout water-saving measures sensibly and strategically.

Let **Smarter Business** shop the market on your behalf. Your dedicated account manager will compare the water market to find the most competitive rates to suit your business needs. Whether consolidating larger, multi-site operations or ensuring the best contract for small, single-site enterprises, we will handle the process from quote comparison to switching so you can get on with the business of doing business.

## Business Water Savings from the Experts

Here are 10 great reasons to join our 1000s of satisfied customers:

1. At Smarter Business, we exist to help your business save time and money.
2. There are no additional fees for using our service.
3. Fast and easy quoting service, with a whole-of-market price comparison
4. We can help secure better rates with your current supplier.
5. Through our tailored advice, it's our mission to match each of our customers with the best possible contract for their needs.
6. We do the legwork, you do the saving.
7. Get reliable customer support.
8. We were the first broker to achieve TGP's Platinum accreditation for compliance. This accolade affirms that we sell in an ethical and compliant way. The targets are set at a demanding level, which means a broker needs to show a real ongoing commitment to compliance excellence to meet them.
9. We are independently rated as 'Excellent' on TrustPilot.
10. We are ranked as a leading consultancy by Cornwall.

**smarter**  **business**

Contact us today on: **01444 220060** and let our team of experts take the hassle out of comparing rates, renewing contracts, billing, and the switching process.