



Simplicity - Service - Savings

£900,000
savings

THE BRIEF

Essex County Laundry Ltd, trading as Royal Jersey Laundry, provides commercial laundry services in London and the home counties. When they initially contacted Smarter Business for assistance, it arose out of the urgent need to rectify a dispute with their gas supplier. One of their meters had been incorrectly billed and they had been overcharged. They wanted to explore their options around new rates and also wanted to make use of our bill validation and procurement services.

OUR ACTIVITY

Working out an energy strategy is something often overlooked or under-managed by many businesses. It pays to partner with a company that takes the time to understand your business and has the expertise to apply their industry expertise to your circumstances. This was exactly the case with Smarter Business and Essex County Laundry. We managed to secure notable savings for Essex County Laundry by ensuring they were on the contract best-suited to their business and not over-paying on their invoices.

Reducing electricity costs is the current short-to-medium-term focus. Through targeting, monitoring, and reporting, Smarter Business are looking at longer-term plans to drive down peak period energy costs for Essex County Laundry.





Smarter Business are in regular contact with us through face-to-face meetings. They provide a complete corporate energy procurement service for us, which involves monitoring the market and purchasing gas on a daily basis as well as cost forecasting for each financial year. Smarter Business provides a transparent process when they complete the tendering, break down all the costs, and provide forecasts. They are very good at keeping us up-to-date, and they provide constant updates on what they expect our costs to be.



- *James Lincoln, Managing Director, Essex County Laundry*



SIMPLICITY - SERVICE - SAVINGS

£34,000
in billing errors identified

THE OUTCOME

Through our bill validations and renegotiated energy contracts, we were able to save Essex County Laundry over £900,000.

MD James Lincoln: "Their expertise in managing and tendering contracts allowed us to enter into a new trading arrangement that enabled better use of the wholesale market, which resulted in significant savings of around £900,000. Smarter Business engaged with us to understand our business and energy requirements, structuring a contract which provides ongoing savings. They re-tendered with other suppliers that better suited our needs. They also validated our invoices on a monthly basis and, to date, they have found errors in billing amounting to £34,000, which they managed to claim back for us."

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