

## Simplicity - Service - Savings



**RELIEF ON  
CHARGES**

### THE BRIEF

Woodgrange Laundry is a high-end commercial laundry with several branches across London, catering to a range of clients including London's professional institutions, royalty, and celebrities. As they are part of an energy-intensive industry across multiple sites, obtaining the right utilities contract for their unique requirements is critical to their bottom line and the overall success of their corporate strategy.

Woodgrange contacted Smarter Business Group when they had reached an impasse with their gas supplier. One of their meters had not been billed correctly and they had been overcharged, having been billed on out-of-contract rates.

### OUR ACTIVITY

We were able to break the stalemate with Woodgrange's gas supplier and renegotiate Woodgrange's corporate energy contract, securing £30,000 in savings.

MD Daniel Browne: "They enabled us to sort out the issues with our existing energy provider and re-tender with another that better suited our needs. A new electricity contract was arranged, as well as a new gas deal."

The implementation of a climate change agreement also had a notable effect on Woodgrange's bottom line.

Securing savings was just the beginning of the sustained relationship with Woodgrange. With a view to offering ongoing great customer service, we continue to offer advice and support as part of their corporate energy procurement offering. Our continued monitoring of the contracts and energy-efficiency reporting has proved more cost-effective than the company hiring a procurement manager.



Their expertise in managing contracts enabled a new arrangement that gave us access to the wholesale market, which resulted in significant savings. Smarter Business provided a transparent process when they did the tendering, broke down all the costs, and did forecasts. They are very good at keeping us up-to-date – they provide constant updates on what they expect our costs to be.



- **Daniel Browne**, Managing Director, Woodgrange Laundry



## SIMPLICITY - SERVICE - SAVINGS

**£30,000**  
annual savings

### THE OUTCOME

Woodgrange's newly-negotiated contract traded gas throughout the month in line with market price fluctuations – replacing the standard daily charge and unit rate with gas purchased upfront – a scenario which would have cost Woodgrange £130,000 more as the gas price decreased throughout the year. Our increased responsiveness to this kind of contract made these savings possible and the enduring value a reality.

Entering into a climate change agreement also significantly reduced Woodgrange's costs, providing 65% relief on one of the company's charges and saving them around £5,500 per year on gas and roughly £3,300 on electricity.

**smarter  business<sup>®</sup>**

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