



Offer  
**energy services**  
to your customers and  
earn **industry-leading**  
**commissions** for  
your business.

  
opentrade  
Partner Programme

smarter  business

[www.smarterbusiness.co.uk](http://www.smarterbusiness.co.uk)



All your  
customers **buy**  
**energy.** Help them  
**save money!**



The Opentrade Partner Programme will furnish you with a comprehensive set of tools and services to help your customers benefit from the Smarter Business portfolio of services. From energy procurement through to waste management, we provide you with knowledge and support to enable you to provide the best possible service to your customers.

As a Smarter Business partner, you will experience firsthand our rapidly growing popularity as a foremost provider of energy solutions, supported by the infrastructure, services, and technology that we have as one of the UK's leading energy consultancies.

## Why you should partner with us

Having operated a successful partnership programme for over 10 years, we have refined an industry-leading suite of energy services fully supported by our dedicated partner team.



## The secret of our success

- > Market-leading commission opportunity
- > Quality of service
- > Marketing
- > Leading technology solutions
- > Dedicated partner support
- > Capable of delivering to all market sectors
- > A more flexible way of working

The Opentrade Partner Programme enables you to provide gas and electricity for your customers in a variety of ways. We can do the selling or you can via our unique EnergyTrader platform - all backed up by industry-leading commission structures and excellent customer service from one of the UK's largest independent brokerages.

**smarter  business**

Hayworthe House | Market Place | Haywards Heath | West Sussex | RH16 1DB

Smart solutions for Smart businesses

Call us on:

**01444 220064**

visit our website at:

[www.smarterbusiness.co.uk](http://www.smarterbusiness.co.uk)

# A partnership that suits the needs of your business

We recognise that Opentrade partners have different business models with differing needs. To accommodate this, we have created three levels of participation.

E-mail us on: [partners@smarterbusiness.co.uk](mailto:partners@smarterbusiness.co.uk)

## Opentrade Lead Generator

If you feel the energy market is an area you're not so confident with, refer your customers to us and we'll not only give them the best energy deal available on the day, we will also take care of the administrative process.

## Opentrade Direct Partner

With a little more confidence and a little more work, we will happily partner with you to help your customers to switch to a better energy deal. This could mean that we share the work involved or, after a 12-month (or sooner) timeframe has elapsed, we could give you access to the technology which would enable you to undertake pricing yourself.

## Opentrade Broker

If you would rather manage your clients' energy needs, we can help you take control of that through our pricing platform.

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## Who can become a partner?

There are no limitations in terms of sectors. However, Smarter Business has earned a reputation for honesty and trustworthiness and all partners must pass a series of checks in order to be accepted on to the programme.

## How are sales made?

We tailor our services to suit each partner's business needs and, as required, train those partners so that they can become successful. Regardless of how your customers currently purchase their energy services, we will have a solution for them.

## How do I earn an income?

The income you earn will depend on your customers' energy usage, type and term of contract and, of course, the level of partnership at which you wish to operate.

## Our enhanced services

We provide a full range of energy related services which includes:

- Gas & electricity procurement
- Invoice validation
- Data management
- Portfolio management
- Carbon management
- Energy audits
- Water

## Improved conversions

With industry-leading technology and a full suite of energy services, we are able to secure the best energy pricing in the industry to make your customers' decision easy.

## Enhanced retention levels

Our customer support service and communication strategies, combined with our excellent pricing capabilities, will ensure that your customers will come back time after time.

## Account management support

Opentrade partners make a strategic decision to invest time, energy, and resources when they join the programme in the expectation that their related business will grow. To help ensure this, our Opentrade partner team will work with you to develop a business planning document to set, track, and manage mutual goals and commitments.




Our product portfolio varies in complexity. Recognising this diversity, the Opentrade Partner Programme is open to all areas of our specialisation:

- > Invoice validation
- > Energy audits and usage
- > Fixed and flexible energy procurement
- > Smart metering
- > Water procurement
- > Waste management

A woman with short brown hair, wearing a white long-sleeved shirt and a black apron, stands smiling in front of a flower shop. She is holding a bouquet of yellow and red flowers. To her left is a display of various potted plants and flowers, including pink cyclamens and sunflowers, some in colorful paper bags (orange, pink, yellow) with price tags like 3.95 and 9.95. The background shows a brick wall and a metal shelving unit with more plants.

smarter  business



Helping businesses  
get more from their  
**energy supplier**, become  
more efficient and  
better informed

Smarter Business is one of the UK's leading independent energy consultancies, helping corporate and SME businesses manage, monitor, and save on their energy costs.

With our level of expertise; strength of supplier relationships; leading-edge technology; and range of fixed, flexible, and bespoke products, Smarter Business is able to source the most competitive energy pricing for your customers.



In addition to energy procurement, we provide a full range of energy-related services which includes:

- > Gas & electricity procurement
- > Invoice validation
- > Data management
- > Portfolio management
- > Carbon management
- > Energy audits & compliance

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