

Enjoy energy savings + a whole lot more

How can you demonstrate you're securing the best value energy contract?

The revised **Academy Trust Handbook** places greater emphasis on evidencing value for money and demonstrating a robust procurement approach.

Achieving a true like-for-like comparison of energy supplier prices is often far more difficult than it appears, and tenders from multiple brokers should be avoided.

This is because supplier quotations are often prepared using different consumptions and may exclude certain charges or contractual elements - making fair comparisons near impossible.

As a result, accurately evaluating options and identifying the best value solution is increasingly complex. A competitive review should focus on the broker or consultant's credentials.

See our handy guide to building a specification overleaf.



Your consultant checklist should include the following questions:

- ☐ Will the service comply with the Procurement Act 2023?
- ☐ Can you access a variety of contract types to suit your budget and risk mitigation requirements, i.e. fixed and flexible options?
- ☐ How will you achieve full budgetary certainty within their fixed and flexible purchasing methodologies?
- ☐ Does the service help identify and manage contract, supplier and volatile wholesale market risk?
- ☐ Are broker fees, commissions or uplifts clearly disclosed?
- ☐ Does the service include proactive bill validation?
- ☐ Will supplier queries, disputes and billing issues be managed on your behalf, or do you have resource to manage this?
- ☐ Is proactive support available if issues arise during the contract term?
- ☐ Can you easily access up-to-date reporting and insights to help manage costs and reduce consumption?
- ☐ Is there a clear audit trail to evidence compliance, governance and procurement decisions?
- ☐ What are their termination requirements?



Value for money is about more than securing a competitive price. It also requires transparency, compliance, governance and ongoing support. Make sure your procurement route delivers all four.

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