

CASE STUDY

PARTNERING TO INNOVATE – LEVERAGING VALUE FOR ALL

Partnering to Deliver Maximum Client Value

Business Challenge:
Partner to deliver enhanced innovation & offerings to joint clients

Products:
AM&T, All Waste & Demand Reduction & Energy Generation

Savings & Benefits:

- Full estate review
- Certainty of a deliverable long-term incremental strategy
- **Typically 20%-30% overall savings**
- Allows Partner organisation to deliver more of its offerings too



PARTNERING APPROACH:

- Together with strategic partners we develop a repeatable approach to jointly enhance & deliver offerings to existing clients of the partners
- Typically desk & site based assessment of as-is, current initiatives and potential to-be; full cost & business case analysis
- Full pareto of the possible interventions, by time, scale, benefit & cost over a 1 to 15 year period; Aimed at leveraging more value for all
- All process, energy consumption, waste & energy sources included
- Consulting-led approach; Programme managed for Clients
- Full energy analysis performed, including baseline metering
- Wide-ranging series of interventions recommended, AM&T driven
- Full end-to-end financing available; Full turnkey solutions available, include outsourced EPC & ESCO arrangements; one-stop supply chain