

## 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.

### 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



- 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