



STRUCTURED ENERGY COST MANAGEMENT SOLUTIONS



MEASURE



MONITOR



REDUCE



MEASURE

Measuring Energy costs can be a complex task. Whether you are a single site low energy user or a large industrial energy user, we offer clear and transparent comparison & procurement services to businesses of all sizes. Regardless of energy spend or organisation size, our comparison and procurement services are developed in line with the client's needs.

MONITOR

Electricity and gas markets in Ireland are driven by factors as diverse as earthquakes in Japan, conflict in Ukraine, OPEC quota strategies, and weather, to name but a few. HEG monitors all these factors and more, and constantly feeds back to you what factors affect you, what they mean for you and what you should consider doing – both to mitigate risk and seize opportunities to hedge or unhedge a position. Further to this, our HEG Energy Buddi™ has been developed to help you actively monitor and control your energy usage thereby reducing your consumption and carbon footprint and helping you understand how and where you use your energy.

REDUCE

Our reporting tools allow you to collect the data you need to report your energy use and carbon emissions, plus they provide the road map to help you reduce your energy cost, energy use and carbon footprint.






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*‘Servicing in excess
of 70,000 sites,
both private and
public sector, and
managing over
€1 billion in
energy spend.’*

In the beginning...

Founded in 2007, HEG is the largest energy price comparison service for SME's and the largest energy procurement consultancy for corporate and I&C (Industrial and Commercial) business on the island of Ireland.

We help businesses of all sizes to measure, monitor and reduce their energy costs and carbon footprint.

Our customers range from the single-person workshop to among Ireland's top industrial users. While our offering is bespoke to a client's requirements, we offer a comprehensive range of energy cost-related services including energy procurement, energy price risk management, energy trading, energy market intelligence & in-house generated energy market reports, energy market wholesale price tracker, invoice validation, energy account management, building energy audits, grouped energy discounts and the HEG energy billing audit service.

For the small and medium user, our award-nominated and pioneering HEG Energy Buddi™ monitoring system helps energy users understand where and how they use energy through a web based dashboard and smartphone app, leading to improved habits and awareness, helping to reduce consumption, costs and carbon footprint.

For the larger energy user, our energy trading desk has access to real-time information about a wide range of factors including power prices, prices of key commodities like gas, coal and oil and follows global, regional and local events affecting demand and supply dynamics.

We help businesses of all sizes to measure, monitor and reduce their energy costs and carbon footprint.



What we can do for your business

Energy Procurement



'HEG manages the procurement of over €1 billion in energy spend across over 70,000 meters.'

HEG is Ireland's largest energy procurement consultancy. We manage the procurement of over €1 billion in energy spend across over 70,000 meters. Market volatility has caused many organisations to switch to a more flexible approach to their procurement in an effort to manage price risk.

The two fundamental options are fixed price procurement or flexible price procurement.

What we can do for you...

Using our bespoke pricing and comparison software, an informed understanding of market dynamics, and the strength of our combined portfolio, HEG can help to deliver unparalleled value and options.

We can...

- Create an up to date database of your sites
- Collect data and check for inconsistencies
- Issue a tender – stating any specific needs you might have
- Help to decide on the "strike" day
- Provide you with price certainty and budget certainty
- Optimise your cost savings against budget
- Minimise and manage your exposure to volatile energy markets
- Analyse offers and negotiate to ensure the best price
- Make a recommendation on which supplier to choose
- Process acceptances
- Check contracts

Trading & Price Risk Management



'HEG will put in place a risk management policy that is specifically tailored to the needs of your organisation'

On procuring a flexible energy contract it is crucial to the successful management of the budget that you implement and operate a rigid risk management strategy that works with your organisation's objectives to manage both market and volume related risks.

Through constant market analysis, a structured risk plan, established short and long term goals, and effective execution, we work to reduce your energy spend. Our comprehensive price risk management service is designed to monitor, measure, and evaluate energy market risks and opportunities. This service bridges a critical energy market information gap. We provide clients with an informed procurement decision-making capability based on a combination of HEG expert consultation, and client risk assessment tools to customize risk tolerance on an individual client basis. Our advice is based on data-driven market information.



Market Intelligence



'HEG publishes daily and weekly reports researched and written by market intelligence energy experts'



Oil and gas markets are driven by factors as diverse as earthquakes in Japan, conflict in Ukraine, OPEC quota strategies, and weather, to name but a few. HEG monitors all these factors and more, and constantly feeds back to you what factors affect you, what they mean for you and what you should consider doing – both to mitigate risk and seize opportunities.

HEG publishes a series of easily understood reports written in plain English which keep you informed on what is happening in the energy market. Furthermore, HEG looks for issues that will influence the market in the coming months and informs our customers as to what to watch for and what it means for them.

HEG publishes daily and weekly reports, researched and written by market intelligence energy experts. View a sample of the daily report [HERE](#) 📄 and the weekly report [HERE](#) 📄.

You can subscribe to these reports by emailing us at info@heg.ie or on our website www.heg.ie/reports.

Market Tracker



'the first and only "tracker" product in the energy market in Ireland available to all energy users regardless of consumption'

HEG has developed the only "tracker" product available in the Irish energy market. Previously only businesses with a spend greater than €500K could avail of flexible contract in the purchase of their energy products. Now, with the HEG Tracker everyone can enjoy these benefits. Your energy rates track the markets and when they fall, you see the savings on your bill. Conversely, we protect you against any price spikes by locking in portions of your rates to protect certainty.



What we can do for your business

Account Management



'HEG provides year-round account support, offering comprehensive assistance in managing your energy requirements.'

We are committed to providing excellent customer service and aim to show transparency, integrity and professionalism in everything we do. We take pride in building long-lasting relationships with our customers; understanding their business needs and supporting their internal teams.

The Account Management team act as the focus of interaction, ensuring that strong working relationships can be developed and your needs best met. We believe in the importance of working in partnership with our clients to achieve their specific requirements and are proud of our very high level of customer retention.

HEG provides year-round account support, offering comprehensive assistance in managing your energy requirements.



Invoice Validation



'HEG provides year-round account support, offering comprehensive assistance in managing your energy requirements.'

As contract structures become increasingly complex, checking and confirming your energy bills can prove a time-consuming and potentially confusing task. Coupled with the fact that billing errors, particularly within the non-half hourly metered market, are rife, you may be building up to a potentially expensive headache.

Our dedicated team of specialists can undertake bill validations retrospectively or if preferred, prior to payment, giving you the peace of mind that you are only paying invoices which are correct. We will analyse bills against a set of parameters agreed with you and will ensure that checks are carried out in core areas.

A monthly discrepancy report will allow you to track any errors identified so that you can see the benefits of the service. In addition, our specialist team will undertake to assist in the resolution of any queries resulting from the process, liaising directly with the supplier to ensure that errors are corrected as quickly as possible.

Green Energy



'HEG can procure 100% renewable energy for your business and issue a certificate of compliance for your premises.'

As companies become more aware of their impact on the environment around them, more of our clients are enquiring about having access to renewable energy sources in an effort to reduce their carbon footprint.

With 150 countries across the world agreeing to new greenhouse gas emission caps at a meeting in Paris in December 2015, regulation has been brought in across Europe to limit the use of "dirty" fuels. If your company is proactive and wants to make a difference sooner rather than later, we can procure 100% renewable energy for you and issue you with a framed certificate of green energy compliance.



What we can do for your business

Building Energy Audit



'All companies over a certain size are now required by law to carry out an energy audit'

The EU EED is part of the EU's action plan to address global warming. Of significance to businesses is Article 8 of the Directive that requires large organisations to carry out an energy audit by 5 December 2015 and every four years thereafter.

This EU Directive has been transposed into Irish law as SI 426 of 2014. In the UK, Article 8 of the Directive has been implemented by a scheme known as ESOS.

In summary, the Directive requires large organisations to have a high quality energy audit undertaken/signed off by a competent person.

HEG has a team of SEAI Registered Energy Auditors trained to analyse your utility bills and building equipment and come up with financially sound energy saving opportunities, including:

1. Lower operating costs
2. Reduction in energy bills
3. Increase in productivity
4. Improvement of equipment reliability
5. Lower equipment maintenance costs



Energy Monitoring for Large Energy Users



'HEG provides an interface solution which is available to a wider range of engineering competency, simplifying the complicated process of interfacing to BMS'



The HEG Monitoring Solution develops and provides innovative building management system (BMS) communication, energy and power monitoring and data acquisition solutions for the intelligent building control industry.

There is a growing requirement for interfaces between third party devices and BMS which is easy to install and simple to commission. HEG provides an interface solution which is available to a wider range of engineering competency, simplifying the complicated process of interfacing to BMS.

HEG's offering includes Control Systems, easy-to-apply BMS interfaces, real time energy monitoring with real time dashboards, branch circuit power monitoring for data centres and the data acquisition product line for energy analytics.

Working with our customers from manufacturers to service providers, and from SMEs to blue chip corporations, we continue to invest in developing innovative products, driven by customer demand.



Carbon Reporting



'Don't let poor data drain your team's time and resources. Let the HEG platform transform your poor data in to rich insights.'



Introducing HEG's energy, carbon & sustainability data acquisition and data cleansing platforms

What gets measured, gets managed, and the Carbon & Energy solution enables such performance monitoring across all energy and emissions generating activities.

The solution is optimised for high volumes of high frequency interval and meter data, as well as providing the user with insightful interactive "stock charts" style visualisations to highlight hotspots of consumption, set targets, and monitor the performance of individual meters or sub meters.

The Energy & Carbon solution is built on the HEG Platform, so it enjoys all of the powerful automated data acquisition and data cleansing capabilities, as well as enterprise class audit controls.

Performance reporting is a key part of the Energy & Carbon Solution, and monitoring not just the quantities consumed but also by normalising and standardising the data. Additional insights are achieved by using KPI's such as floor space, revenue, production volumes, and headcount which gives a more realistic perspective.

Funded LED Lighting



'Lighting is one of the single largest energy draws in commercial office buildings. It represents an enormous percentage of operating budgets while producing a large share of the nation's greenhouse gas emissions.'

HEG's Value Proposition, offered in partnership with Rexel, the global leader in the professional distribution of electrical products and services:

- HEG will analyse, engineer, procure, install and maintain all LED lighting in partnership with Rexel
- HEG pays for all lighting, installation and maintenance cost
- HEG warranties and services lights for the entire contract term
- HEG splits the electrical savings with the customer.

How it works

HEG and Rexel will finance 100% of the capital cost of LED lighting, including installation and maintenance, at ZERO cost to the customer. By retrofitting existing lighting solutions with LED lighting, we help clients lock in energy and cost savings.

HEG and Rexel have partnered with several best of brand lighting manufacturers and we cover all costs to engineer, procure, install and maintain the LED lighting. The customer and HEG share in the cost savings over the contract period so there is no capital cost to the customer – only savings.

Suitable for property management portfolios, state and local governments and their agencies, hospitals, universities, schools, shopping centres and stores, office buildings, factories and plants.

Case Study



BANNON COMMERCIAL PROPERTY CONSULTANTS

Sector: **Commercial Property Management**
Annual Energy Consumption: **8.9 GWh**
Annual Energy Spend: **€2.1 million**
Contract Type: **Flexible - Risk Managed**
Yearly Savings Achieved: **€107,817**

Executive Summary

HEG has been involved with Bannon for the past number of years, providing procurement, market intelligence and account management services for their portfolio's electricity and gas supplies.

About the Client

Bannon is Ireland's largest domestically owned Commercial Property Consultancy with a team of 55 experienced Chartered Surveyors and Commercial Property Consultants, and is the market leader in Retail Management. Bannon Property Management is constantly looking for ways to add value to their portfolio of client assets through the introduction of professional solutions.

The Challenges

The brief from the client was for HEG to carry out a procurement exercise for their group of properties, synchronising contract start and end dates for all properties and using bulk buying power to achieve best available rates. HEG was also requested to review all MICs and tariffs to find any anomalies in the billing format and therefore optimise the client's costs.

Bannon actively review their clients' energy consumption profiles, so this has been something HEG was asked to advise on.

The Solution

HEG carried out a number of rounds of tendering on behalf of the group to achieve best pricing. Contracts were awarded to the leading supplier, all with the same start and end date, and any new instructions Bannon have received have been rolled into the present contract. All of the savings opportunities identified in our MIC and tariff analysis report have been processed, resulting in strong savings across the portfolio. Bannon were set up with premium online access with their supplier, providing them with the ability to review consumption data in depth. Bannon also received HEG Energy Buddis to use on their sites.

The tender realised a saving of €81,817.16 ex VAT against the previous position. On top of this, the MIC and tariff amendments brought a further saving of €28,171.76.

Case Study



THE TIFCO HOTEL GROUP

Sector: **Hospitality**

Annual Energy Consumption: **7 GWh**

Annual Energy Spend: **€2.7 million**

Contract Type: **Flexible-Risk Managed**

Yearly Savings Achieved: **€111,974**

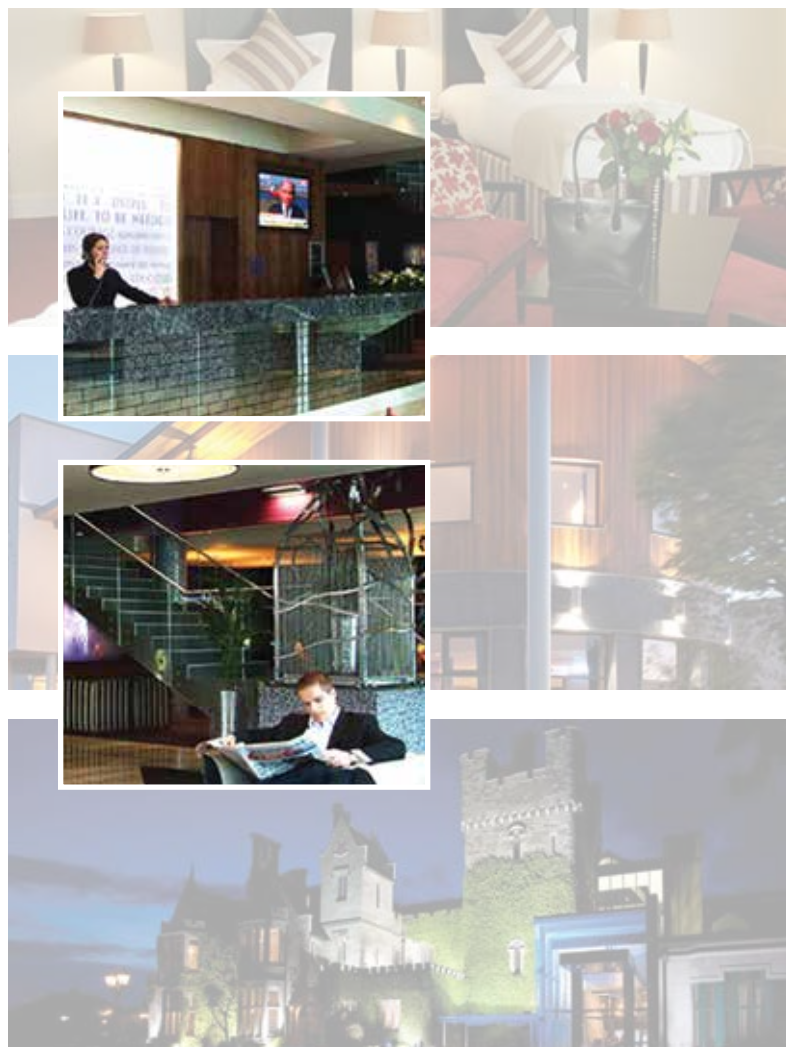
About the Client

Tifco Hotel Group is Ireland's number one choice for Conferences, Meetings and Events offering a comprehensive selection of size, scale and choice in venues and can cater for every conference or event scenario, accommodating from 2 to 1,800 delegates.

The Challenge

Tifco Hotel Group was looking for an independent consultant who had strong established relationships with the various suppliers in Ireland and who could recommend a product to suit the specific requirements of the hotel industry.

Having always had fixed price contracts, the group also sought to gain comfort in changing to a flexible product by dealing with a company that was an expert in the field of risk management and basket procurement.



"Tifco engaged HEG to assist with energy procurement and contract placement for hotels under our remit. The result of the exercise has seen a six figure cost benefit on the combined electricity and gas portfolio, which also introduced the group to a fully risk managed product"

The Solution

HEG negotiated contracts with the hotel group's energy supplier and saved Tifco €111,974 or 4.2% on annual spend.

By risk managing the portfolio as well, HEG projects further savings of €178,066.28 over the period of the supply contracts on natural gas and electricity which equates to a further 3.5%.

Case Study



LISNEY REAL ESTATE CONSULTANT

Sector: **Commercial Property Management**

Annual Energy Consumption: **7 GWh**

Annual Energy Spend: **€1 Million**

Contract Type: **Flexible - Risk Managed**

Yearly Savings Achieved: **€86,235**

As Ireland's largest independent real estate company, Lisney helps many institutional and private investors, companies and individual owners to manage their properties.

Lisney has 500,000 sq. metres of accommodation under management in more than 300 properties including shopping centres, office blocks and mixed-use schemes.

"Lisney's energy procurement needs have been managed by HEG for the last number of years. The Lisney portfolio is currently in a flexible contract, risk managed by HEG, which has given us significant savings over the fixed position. HEG has also given considerable benefit to our clients through adjustment of electricity profiles and identifying and obtaining credits and rebates"

Case Study



Oifig um Sholáthar Rialtais
Office of Government Procurement

OFFICE OF GOVERNMENT PROCUREMENT

Sector: [Irish Government](#)

Annual Energy Consumption: [2,500 GWh](#)

Annual Energy Spend: [€241 Million](#)

About the Client

The OGP commenced operations in 2014 and, together with four key sectors (Health, Defence, Education and Local Government), takes responsibility for sourcing all goods and services on behalf of the Public Service. In addition, the OGP also takes full responsibility for procurement policy and procedures.

Through the OGP and the sector-retained procurement functions, the Public Service speaks with “one voice” to the market for each category of expenditure, eliminating duplication and taking advantage of the scale of public procurement to best effect. This move is in line with best practice in the public and private sector and is part of the continuing reform programme being driven by the Department of Public Expenditure and Reform.

The Solution

HEG is the energy advisor to the OGP. Under this contract HEG manages the tendering, procurement and energy cost-related services on behalf of:

- All Local Authorities in Ireland including Town Councils, Regional Assemblies, County Enterprise Boards & Libraries.
- The Irish Health Sector including, but not limited to, the Health Service Executive (HSE) and the Health Information and Quality Authority (HIQA), and agencies that deliver health & personal social services, which are funded by more than 50% from Irish Exchequer funds.
- Third level institutions (Universities, Institutes of Technology); members of the Education Procurement Service.
- ETB schools; primary, post-primary, special and secondary schools; ETBs acting on behalf of schools, groups and clusters of schools and youth centres;
- An Garda Síochána
- The Defence Forces
- The Irish Prison Service

Encompassing tendering, competition management, energy price risk management, invoice and tariff validation, and market intelligence, HEG is proud to be the chosen advisor to the Irish Government.



“HEG is the energy advisor to the OGP. Under this contract HEG manages the tendering, procurement and energy cost-related services on behalf of all schools, all Health Service Executive buildings, all local authorities, all defence force properties and central government buildings”





HWBC

Sector: **Commercial Property Management**
Annual Energy Consumption: **3.5 GWh**
Contract Type: **Semi Flexible (risk-managed)**
Contract Savings Achieved: **€448,192.00**
CO2 emissions saved: **2,777,537kgs**
Equivalent 1,683 cars

"we believe that our joint commitment to customer service and value will ensure HWBC's portfolio continues to benefit from the proactive approach to identifying opportunities to reduce our clients' energy costs"



Exec

HWBC is Ireland's leading independent property firm. With a team of over 40 property professionals HWBC has over 400 years of expertise in the industry with a track record of delivering solutions for clients that focus on delivering long-term value. They pride themselves on ensuring clients receive senior director support throughout any project they are engaged on. HWBC offers a full range of property services and over the last 12 months has advised on deals worth over €1bn. For more information on their achievements and client portfolio please visit www.hwbc.ie

Brief

HWBC engaged Horizon Energy Group (HEG) in early 2015 to manage the procurement of the electricity and natural supplies with a view to harmonising contracts and delivering a fully risk managed solution. A tender exercise was undertaken on behalf of HWBC, which has delivered contract savings of €448,192.00 or 13% of annual spend. The proactive energy price-risk management has ensured that there is price certainty in a volatile market, while allowing HWBC to take advantage of any downward movement.

Project

The second task was to ensure cost avoidance and as such HEG carried out a complete review of the demand and profiles of each property, recommending changes in tariff or maximum import capacity where necessary and following the process through with ESB Networks and our energy supplier to implementation. They also provide ongoing invoice validation which ensures that our contracts are applied as agreed.

Results

Stephen Hale, Director of HWBC said of the partnership with HEG, "we believe that our joint commitment to customer service and value will ensure HWBC's portfolio continues to benefit from the proactive approach to identifying opportunities to reduce our clients' energy costs".

Case Study



DIGITAL REALTY

DIGITAL REALTY

Sector: **Data Centre**

Annual Energy Consumption: **33 GWh**

Annual Energy Spend: **€4.2 million**

Contract Type: **Flexible**

Yearly Savings Achieved: **€390,000**

CO2 emissions saved: **100% renewable**



“Year on year savings and a 100% renewable solution”

Digital Realty built the global standard for technical real estate, developing a unique capability to acquire, manage, and scale data centre campuses. Now, Digital Realty is building a unique ecosystem of open solutions that power customer growth through exceptional service on a foundation of unrivalled data centre expertise.

Digital Realty is uniquely positioned to provide a complete range of data centre solutions on a global scale across 140 plus Properties, 198 Buildings and 32 metro areas.

Paul Cranfield, Director of Power at Digital Realty says, “Digital Realty’s energy procurement needs in Ireland are managed by HEG whose services we engaged in 2014. Initially they carried out an extensive tender exercise for both our data centres which at the offset delivered year on year savings and a 100% renewable solution. The contract is risk managed by the team in HEG in conjunction with the procurement team in Digital Realty, which has delivered significant savings over the term of the supply contract. In late 2015 they again assisted in tendering the supplies for a further two years outside of I-SEM, allowing the Digital Realty team to protect our clients’ interests and deliver budget certainty. Their proactive engagement we believe will continue to add value.”





Trusted By:



Das Auto.



The logo features the word "HORIZON" in a bold, white, sans-serif font. The letter "O" is replaced by a stylized power symbol (a circle with a vertical line through it). Below "HORIZON" is a white curved line that tapers at both ends. Underneath this line, the words "energy group" are written in a smaller, white, lowercase sans-serif font.

HORIZON

energy group

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