

# Case Study



The Two Counties Trust utilise  
Electricity (191) and Gas (192)  
within their schools

## The requirement

The Two Counties Trust was founded in 2016 with three schools - Ashfield School, Selston High School and Swanwick Hall School - and has grown to nine secondary schools across Derbyshire and Nottinghamshire. They pride themselves on shared values and their mission is to enhance the life choices of all the students they serve.

They have a large portfolio of both gas and electric meters contracted with multiple suppliers. With a mix of direct supply and brokered supply agreements, varying contract end dates and limited management information, the Trust found that it was becoming increasingly difficult to manage the portfolio effectively.

They wanted to partner with an expert in energy procurement that could provide a one-stop solution to all of their energy needs and have the capacity to support them in areas such as strategy development, compliant procurement, phased migration, bill validation, meter operator services and much more. Overall, they wanted to find a Public Buying Organisation who could support with all aspects of utility procurement, that act as expert source of advice and guidance in rapidly changing market conditions, which is why ESPO was the perfect fit.

The phased migration of the numerous gas and electricity accounts to a single, compliant solution via ESPO comes with many benefits, including ease of contract management, assistance with dispute resolution and simplification of billing processes incl. VAT and CCL query management.



## The Solution

Having worked with ESPO previously, employees of The Two Counties Trust felt that it was the obvious choice for Energy procurement due to the familiar commercial links and a close geographical fit. They felt that the team were very approachable and that they could work together to achieve the best commercial outcome.

By using ESPO's Energy frameworks, the Trust has used the following features:

- Support in meter transfer and management
- Service team on hand
- Experienced supplier account manager for ease of query handling
- Centralised portal access for management and individual schools



**“The ESPO Energy Team has supported the Trust in establishing a strategic approach to the procurement of gas and electricity which ensures compliance and provides value for money, access to the latest energy market news and enhanced management information, reports and analytics.”**

Graham Holley, Head of Procurement and Supplier Management

## The Results

The ESPO Energy Team has supported the Trust in a number of key areas including:

- Access to the team for the latest energy market news and info
- Sites and meters identification / portfolio management
- Transparent fees, so it is clear what each school is being charged
- ESPO provide data for the Streamlined Energy and Carbon Reporting (SECR)
- Complete control and visibility of portfolio
- Controlled costs
- Below market average prices

