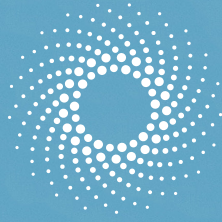




Proposition series
September 2017

Powering Performance

Improve your operational efficiency



Drive your business performance with energy

Excellence in operations and effective cost management are key focus areas for many businesses and energy is a significant consideration to both. Energy is, however, very often misunderstood and inefficiently managed. Getting the most out of your energy resources to uncover new opportunities and improve operational efficiency is a challenge we can help with – by introducing energy data and insights, approaches and technologies to optimise your day-to-day performance and achieve your business goals.



Energy efficiency is business efficiency

Organisations are under pressure to reduce costs and deliver lasting performance improvements across their operations. Ensuring you have the right intelligence to identify inefficiencies and hidden value within your energy infrastructure enables you to take action and drive improved business performance.

Taking control of your energy reduces costs by optimising your operational processes: detecting equipment failures before they occur, monitoring asset energy consumption to identify improper use, and systems benchmarking to detect energy waste. Our end-to-end managed services simplify your energy management too, meaning less downtime, increased flexibility and an improved return on your investments.

Centrica Business Solutions offers a broad range of market-leading energy solutions that give you actionable energy insights, efficient energy products and flexible commercial options to improve and enhance your operational performance.

Powering Performance – solving key challenges

- How do you gain better visibility of your energy usage and costs?
- How can you make business decisions based on actionable insights?
- How do you identify your inefficiencies?
- How do you improve efficiency across your operational processes?
- How do you reduce energy consumption and costs?
- How do you meet your carbon emission targets?
- How do you simplify your energy infrastructure and management processes?

56%

Percentage of CEOs who see high or volatile energy costs as a significant area of concern

Source: Global CEO Survey 2017, PwC



Powering Performance – five benefits for your business

Gain intelligence you can act on

Our advanced analytics platforms, technologies and audit methodologies monitor your entire energy infrastructure to identify inefficiencies – providing you with the insights you need to take effective action and improve performance.

How we can help

- Our Panoramic Power sensors and cloud-based analytics platform uses new technologies such as Internet of Things (IoT) and machine learning to give you continuous real-time energy insights to make business decisions that enhance value
- Assess your energy needs and efficiency with our energy auditing capability and expertise, providing actionable areas of improvement

Optimise your operations

Make the best use of the resources you have with insights from our advanced energy data analytics and reporting tools – predictive analytics will help you adjust your operational processes to minimise costly downtime, reduce waste, enhance agility and increase productivity.

How we can help

- Identify hidden optimisation opportunities and benchmark your energy systems to similar plants, processes and operating environments through our energy insights
- Enable predictive maintenance and prevent operational failures and downtime by using advanced failure detection with our energy insights solution, Panoramic Power
- Capture and analyse energy data to create practical, actionable steps to optimise your operations – with advice and guidance from our expert analysts

Improve energy efficiency

Improve your operations, reduce energy usage, and achieve your carbon emission targets with our energy-efficient technologies and solutions. Adjust how and when you consume energy to take advantage of supply-side incentives, and integrate your energy assets to optimise overall performance.

How we can help

- We are experts in delivering energy efficient technologies and our range of onsite generation, storage technologies and site efficiency solutions include Combined Heat and Power (CHP) systems, solar photovoltaic (PV), battery storage, LED lighting and heating, ventilation & air conditioning solutions (HVAC)
- Use our expertise in energy to optimise your power consumption and make it more economic by shifting your usage from the grid to on-site generation and storage

Exceed your financial objectives

Achieve superior financial performance by improving operational performance and reducing your energy costs. By accessing flexible commercial options you can achieve operational savings immediately – avoiding the need for capital investment.

How we can help

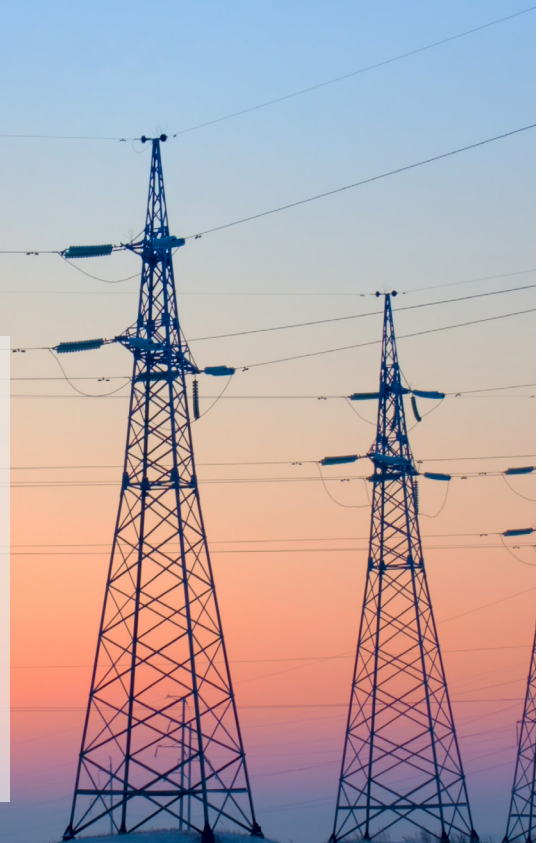
- Meet your financial goals with our flexible commercial options – including fixed payment guarantee, combined supply and solution packages, energy performance contracts and energy service agreements
- Manage your costs with 'as a service' offers and only pay for what you need
- Generate revenues from on-site assets through our optimisation services such as demand side response

Simplify your energy management

By delivering managed, end-to-end solutions, we'll help you standardise and simplify your approach to energy, and repurpose the resources involved in managing multiple suppliers and integrating disparate technologies.

How we can help

- We deliver solutions based on your requirements, using proven blueprints and our industry expertise
- Our end-to-end capability which includes operations and maintenance support to simplify procurement and follow-on operations
- Our integrated customer portal provides visibility over your energy infrastructure and the information to manage it enabling you to take action to enhance value



Why Centrica Business Solutions

Breadth of portfolio

Our broad portfolio, expertise and end-to-end capabilities allow us to be your one-stop shop for energy solutions. This means we can help you simplify and consolidate your approach to energy management and ultimately power new levels of performance and efficiency for your business.

Industry and technical expertise

We are unique within the energy supply market in being able to combine supply and solutions to offer creative commercial packages to our customers. Our global workforce offer exceptional energy market expertise in engineering, design, technology and operational management. Our experience in energy trading and as an energy aggregator allows us to offer unique propositions for our customers, helping them to manage financial goals, improve energy efficiency and simplify their energy management.

Global player in the energy markets

Our ongoing investment in new technologies gives our customers access to cutting edge energy innovations such as our unique energy insights solution, Panoramic Power and market leading integrated customer portal. We are a global player in the energy markets and hold market-leading positions in several national markets, including Europe and the US, providing standardisation of service across continents.

Financial stability and de-risked financial proposition

Centrica is an established, leading player in the global energy industry. As a FTSE100 company with £28 billion in annual revenue, we are here for the long-term, and our financial strength gives our customers the flexibility to invest in their own development via innovative commercial models.

Discover more opportunities for Powering Performance within your current energy system by visiting:

centricabusinesssolutions.com

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