

The logo for British Gas Business is located in the top-left corner. It features a dark purple diagonal banner with the text "British Gas Business" in white. To the right of the text is a white flame icon. The banner is set against a background of a purple-to-magenta gradient.

British Gas
Business

Energy services and managing energy use

Jeff Whittingham, British Gas Business
BCIA conference 2009

A decorative purple triangle is located in the bottom-right corner of the slide, mirroring the design element in the top-left.

Who we are

Our vision: Energy experts powering British business



Helping our customers - moving from supplying energy alone, to providing complete energy solutions

Energy market overview

UK power - month ahead annual baseload average



Why enter the energy services market?

The collage features several key elements:

- Newspaper Clippings:**
 - The Independent:** "Media... STYLIA AUTON... CHARLE... FIRST LADY OF MAGAZINES ON THE BU... Climate change: report warns po... 10 years, leading to droughts, agric... Countdown to global catastrophe"
 - The Japan Times:** "ALL THE NEWS WITHOUT LEAK OR FAVOR... The Japan Times... Conference adopts Kyoto Protocol... Greenhouse gas emissions to be cut by average of 5.2%"
 - The Herald:** "SEVERE WEATHER WARNING ACROSS UK"
- Protest Signs:**
 - "ZERO CARBON NOW" (with Big Ben in background)
 - "STOP GLOBAL WARMING SAVE OUR SEASONS www.cdnccanada.org"
 - "MAKE GLOBAL WARMING A PRIORITY www.hearthome.org"
- Environmental Imagery:**
 - A polar bear on a melting ice floe.
 - A large fire at an industrial refinery.
- Text Overlays:**
 - "Fears over inflation"
 - "CRUNCH TIME"
 - "Rate cut demanded as property prices slide"
 - "Standard of living will fall, CITY FEAR AS SHARES SLIDE"
- Chart:**

Global Forces Converge To Drive Up Oil Prices

Major Global Trade Routes
Total barrels of oil in 2007, in millions

Region	Total Barrels (Millions)
U.S.	555.5
MEXICO	157.7
CANADA	873.8
CENTRAL/SOUTH AMERICA	930.0
AFRICA	278.1
MIDDLE EAST	388.4
EUROPE	147.5
FORMER SOVIET UNION	2,424.3
CHINA	192.0
ASIA/AUSTRALIA	4,278.5

BY REMEE RAGDON — THE WASHINGTON POST

The demand for energy services

Increasing energy services demand 

- **Government legislation and targets**
- **Cost**
- **CSR**

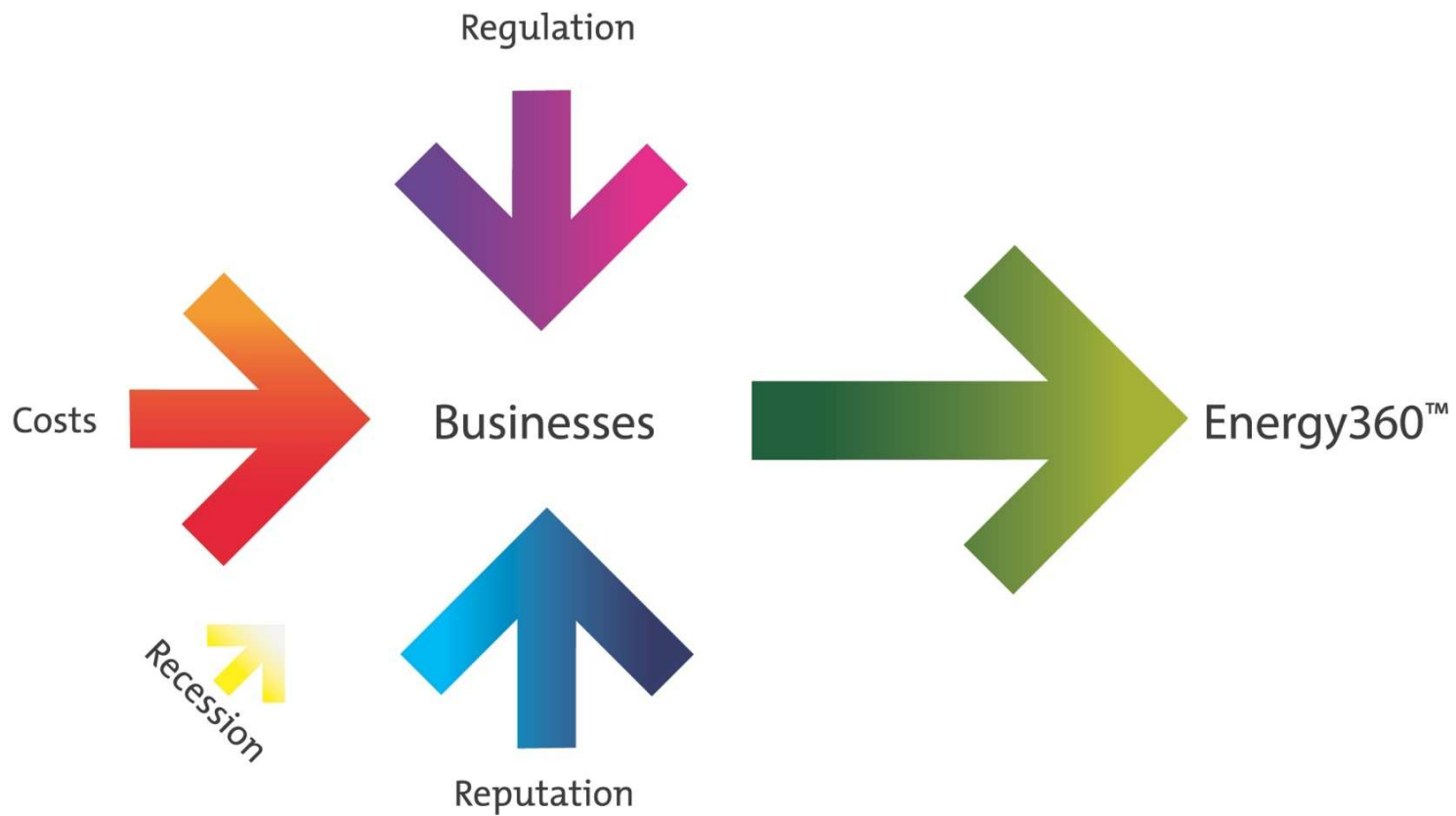
Decreasing energy services demand 

- **Energy price uncertainty**
- **Recession**



Customer drivers summary

Organisations are exposed more than ever



Introduction to Energy360

Energy360™

A new perspective on energy management



Introduction to Energy360

1 - aM&T

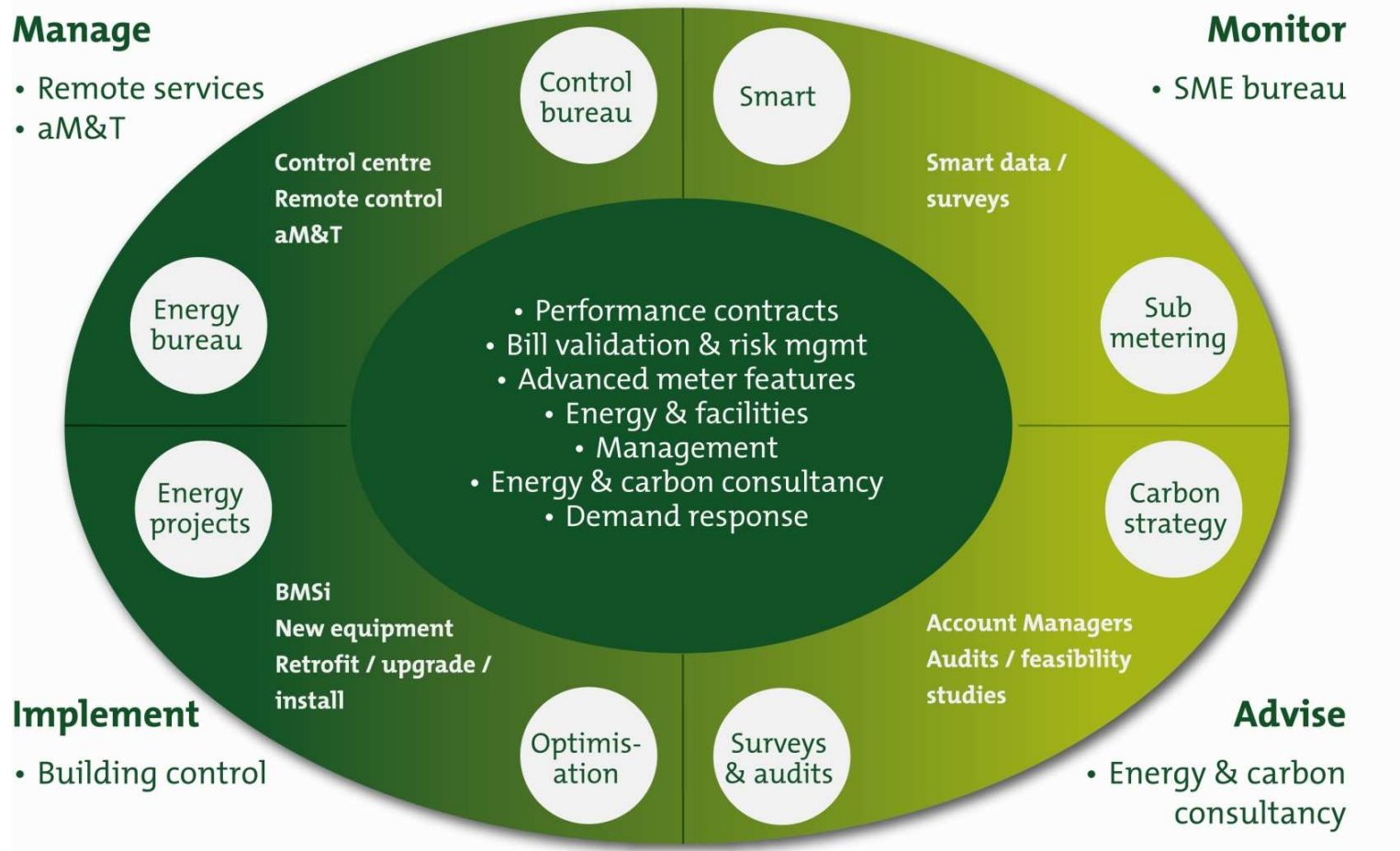
2 - Sales

3 - Building
controls

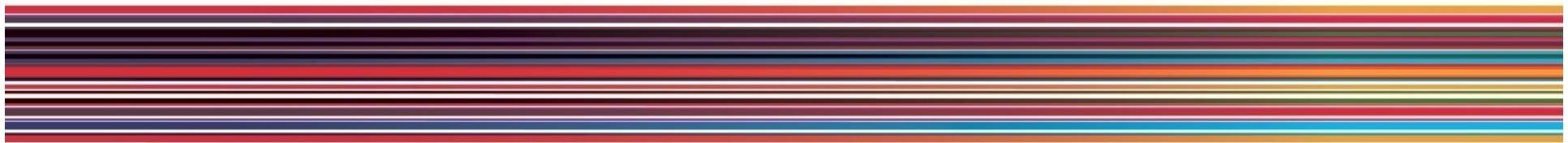
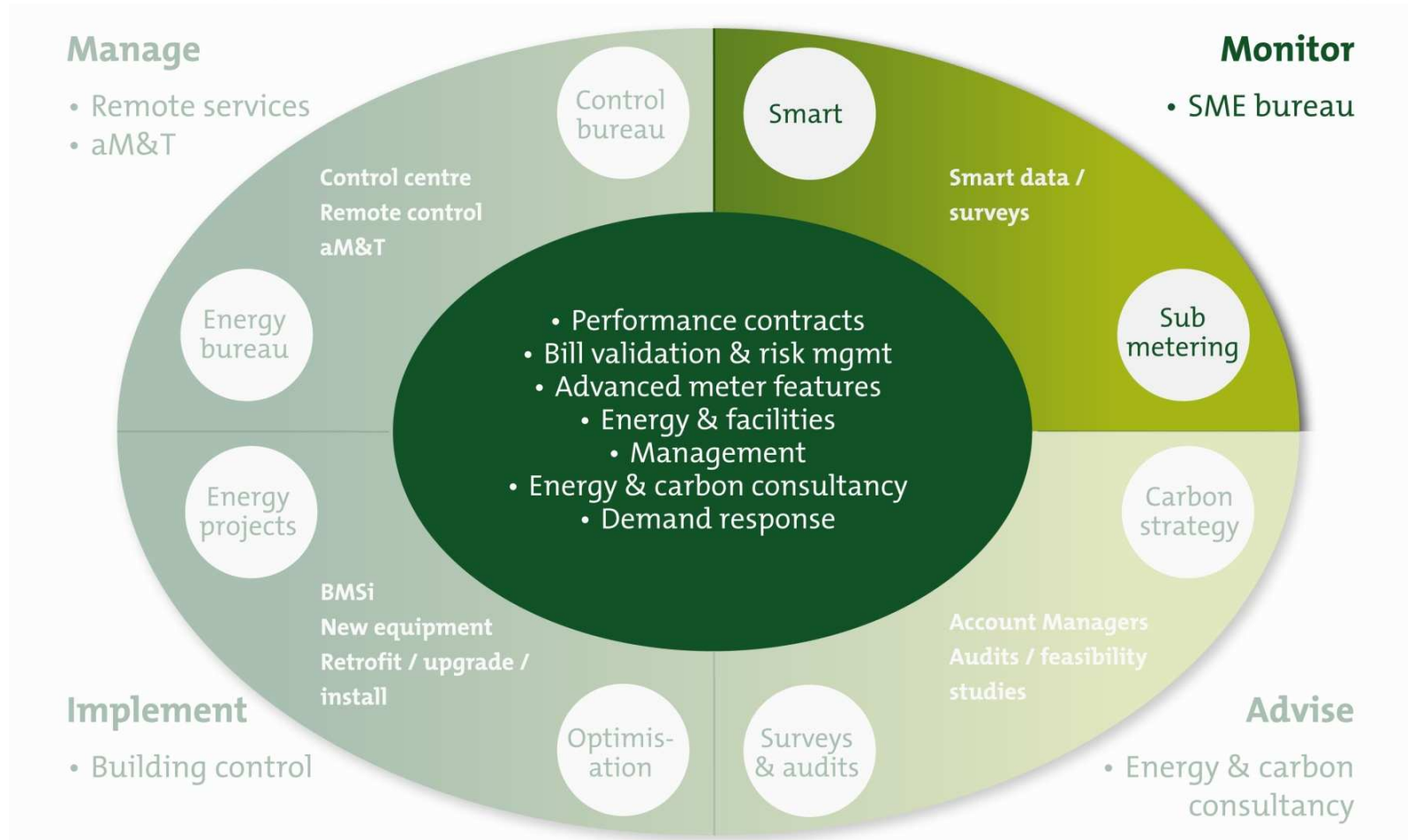
4 - FM/M&E



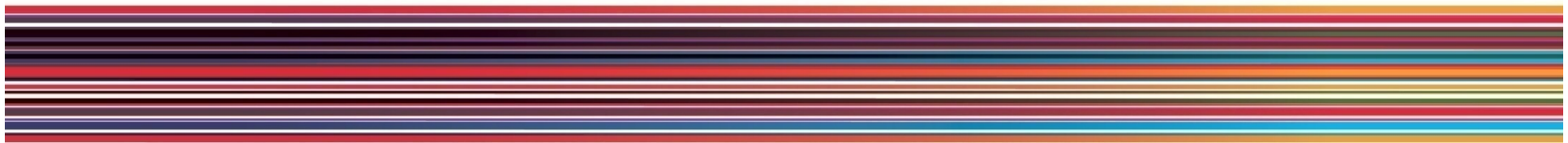
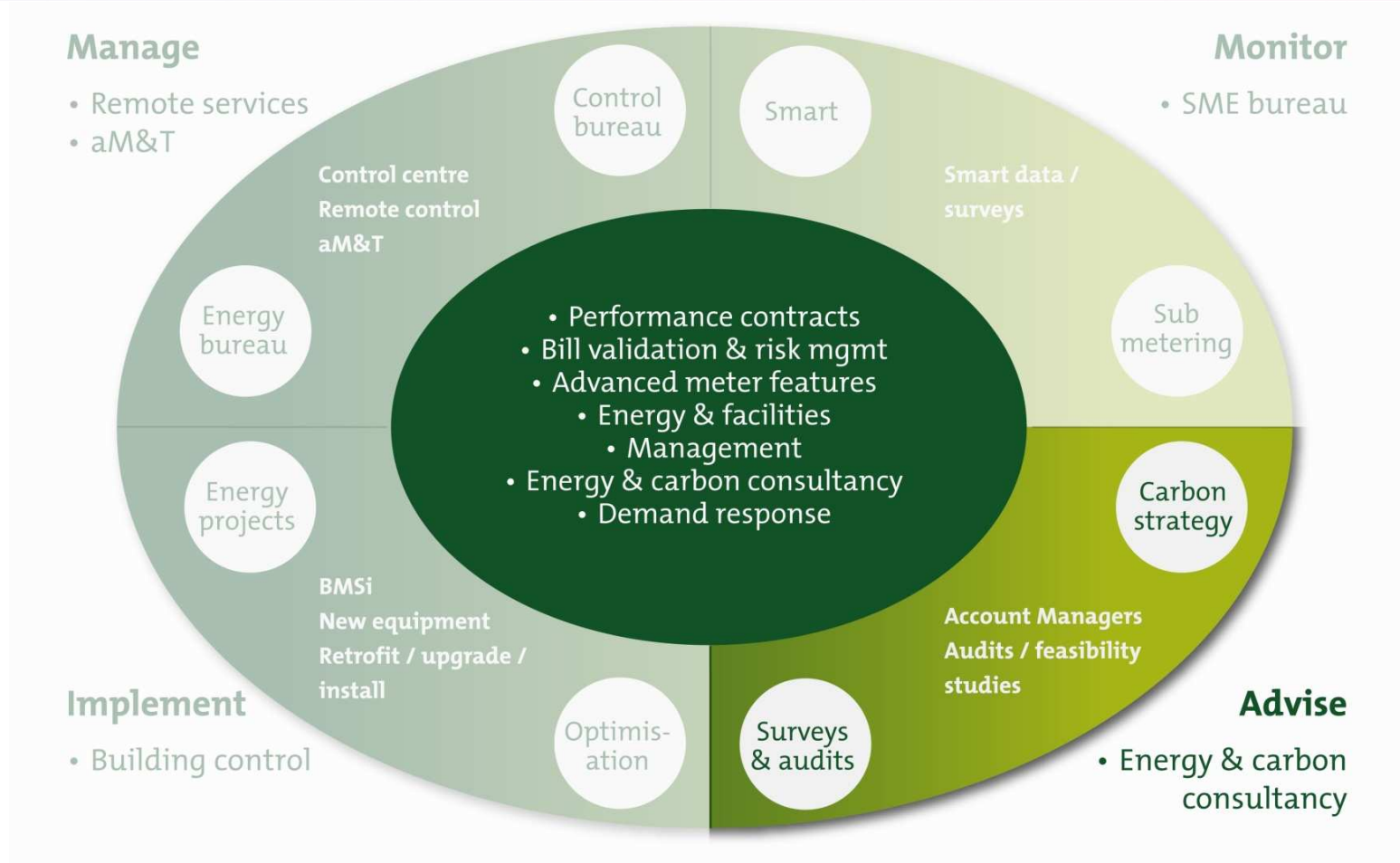
The Energy360 suite of products and services



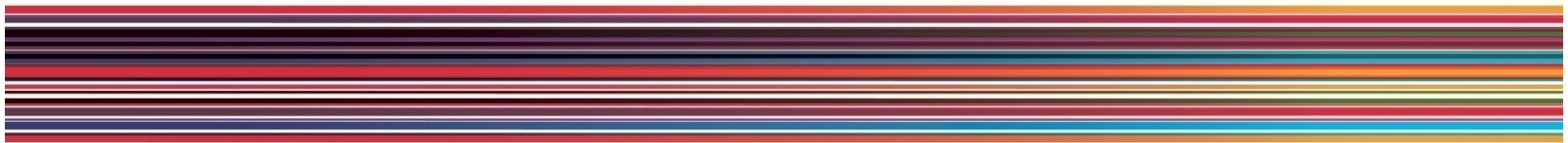
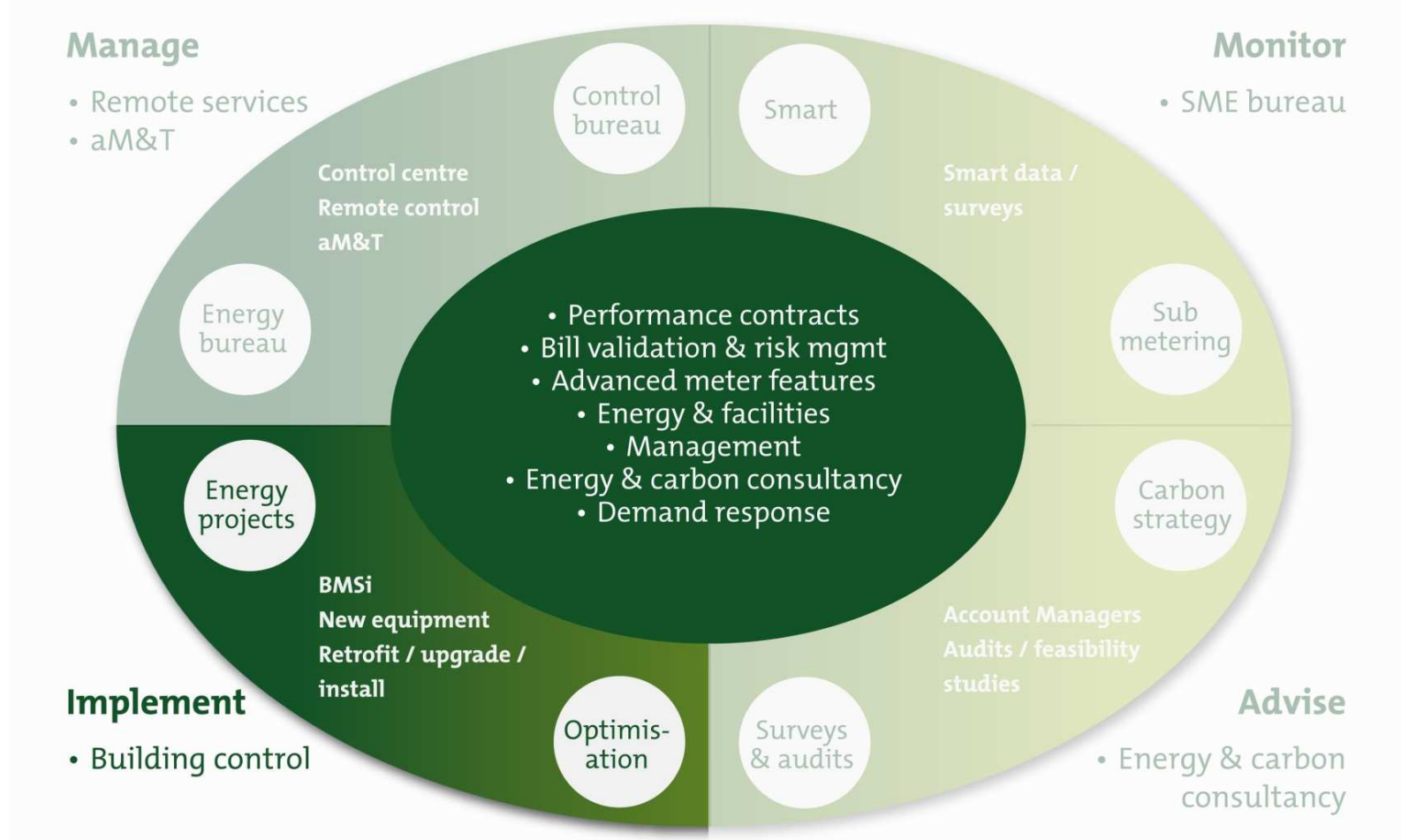
What can Energy360 provide? - Monitor



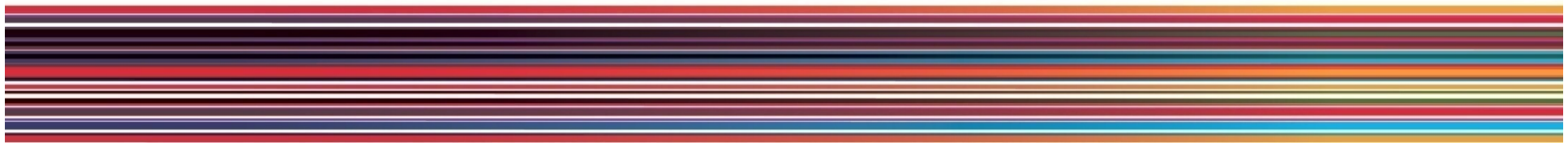
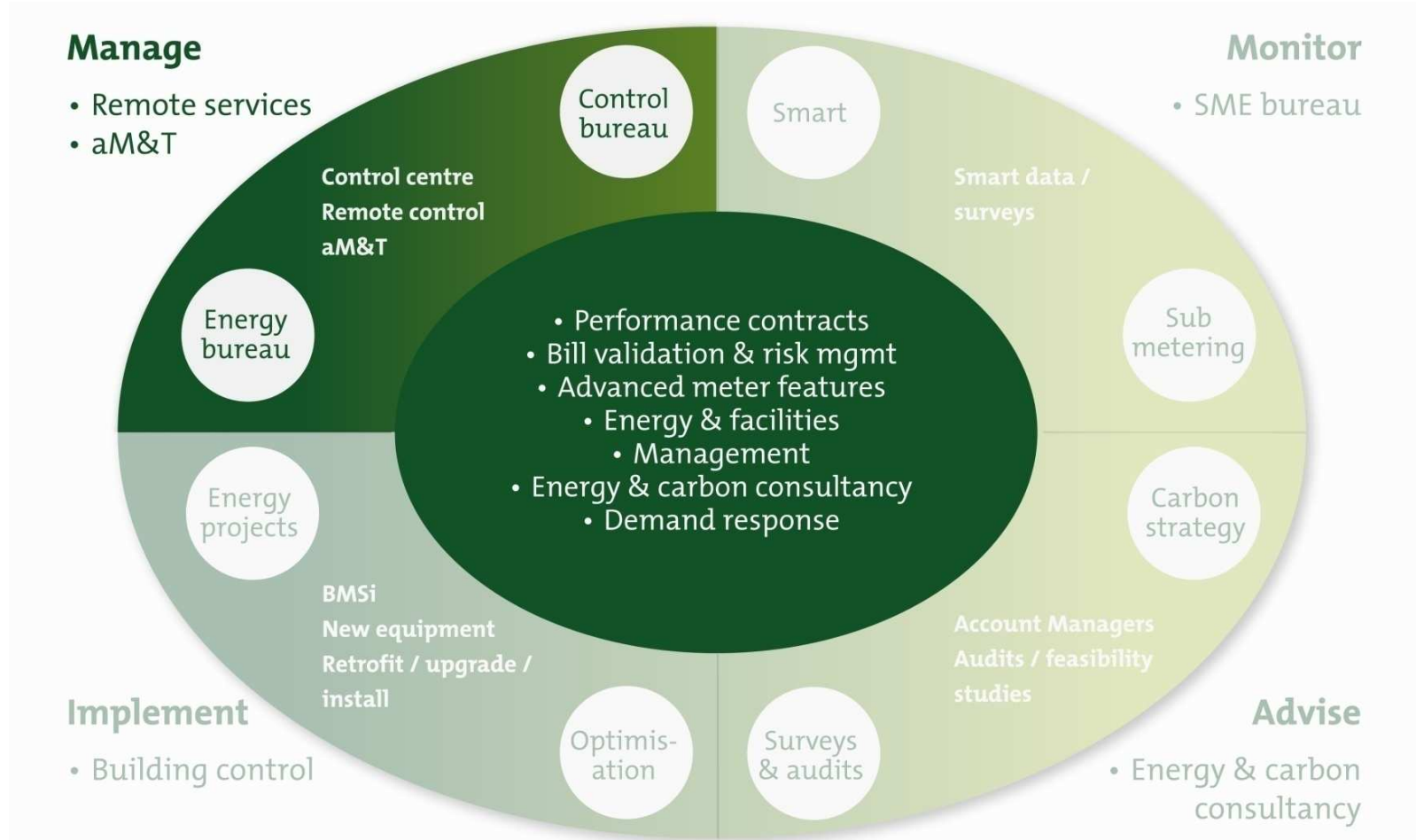
What can Energy360 provide? - Advise



What can Energy360 provide? - Implement

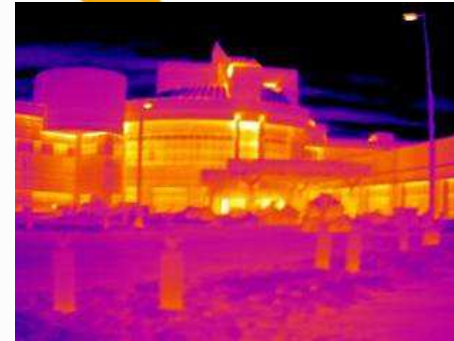
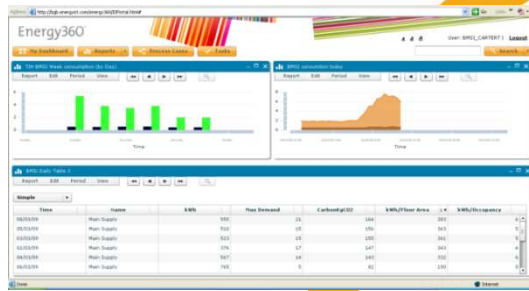


What can Energy360 provide? - Manage



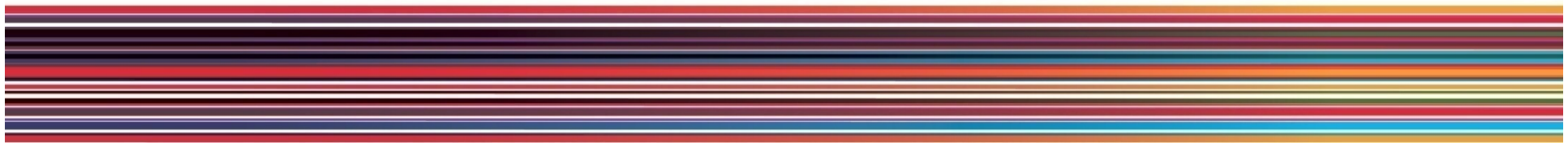
Energy360 control centre

Energy360 provides an end-to-end service to monitor & manage your energy and carbon assets

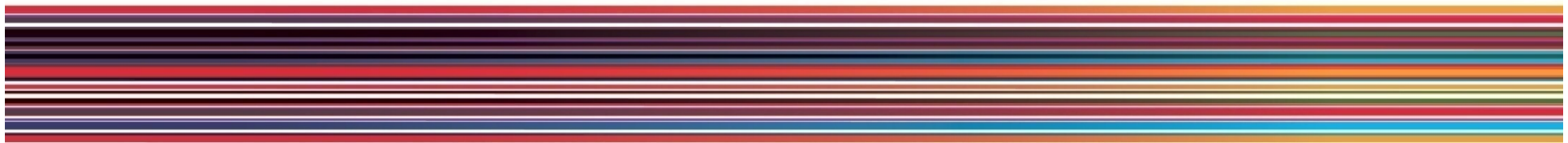


Energy Efficiency Rating		Current	Potential
Very energy efficient - lower running costs			
(92-100)	A		
(81-91)	B		
(69-80)	C		
(55-68)	D		
(39-54)	E		
(21-38)	F		
(1-20)	G		
Not energy efficient - higher running costs			

Current: 37
Potential: 73



Energy360 case studies



Energy360 case studies

We practice what we preach...

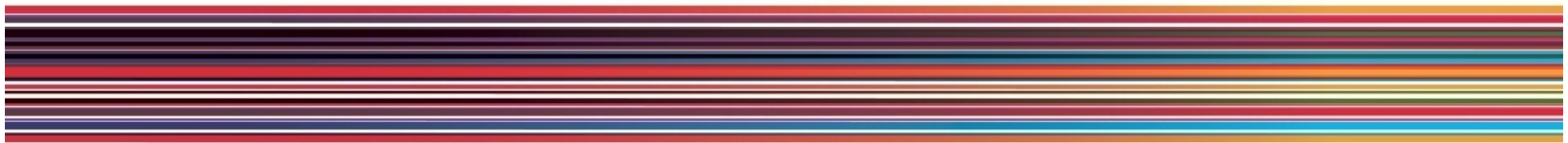
centrica



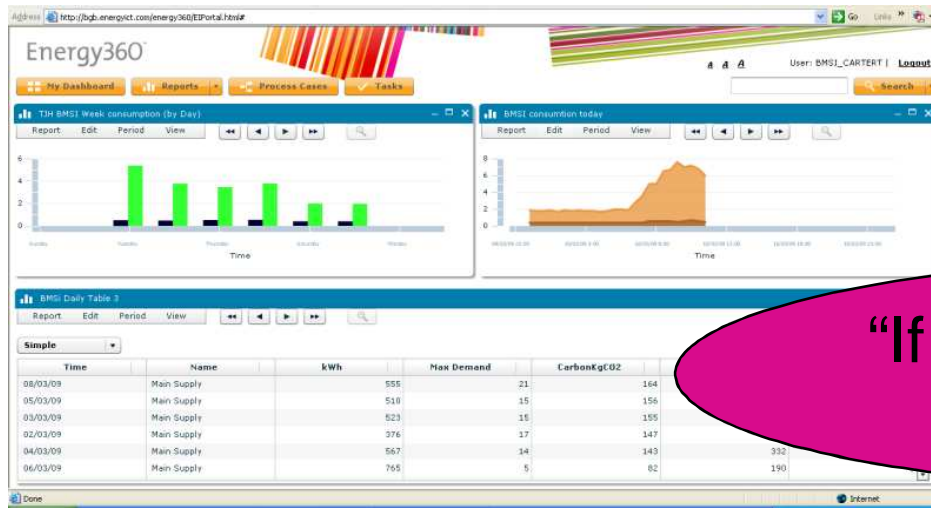
Energy360 carbon healthcheck

Q: Is your energy spend more than £500,000 a year?

Q: Are you captured by the Carbon Reduction Commitment (CRC)?

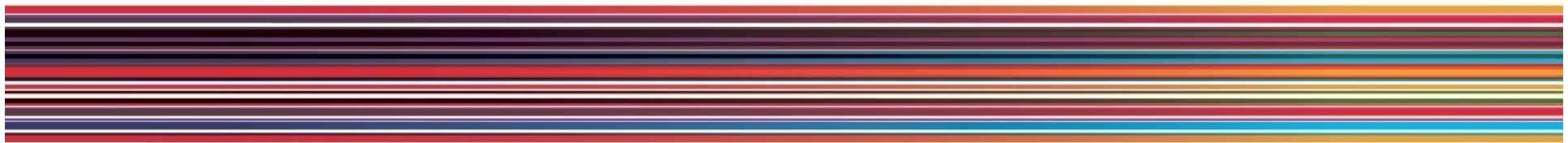


Energy360 meter and monitor



“If you can't monitor it, you can't manage it”

Free Energy360 aM&T package
with your energy contract from
British Gas Business



Any questions?

Thank you

