

IMPROVE YOUR PROFITABILITY AND OPTIMISE YOUR SUPPLY CHAIN

Member case studies

Details of projects highlighting how BCR Associates have helped ENSE members to save on essential spend

Insurance policies

Access to competitive insurance quotes, bespoke packages and policies that are right for your business

Key savings

Examples of our work including testimonials from your fellow ENSE members

Need to knows

Handy insights, up-to-date regulatory news and legislative advice

Welcome to BCR Associates in association with ENSE.

We hope the information over the next few pages will help you to understand the added value our partnership brings to members and will also highlight ways that we can help to drive profitability and efficiencies throughout your business.

BCR Associates have enjoyed a prosperous relationship with ENSE and its members over the last few years and we look forward to meeting and working with many more of you over the coming months.

Alongside our core services of energy, telecommunications and business supplies, we are excited to tell you about our insurance offering (find out more on pages 4 and 5). Our experts will tailor your insurance policies to meet your individual needs, ensuring excellent service levels and account management.

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CASE STUDY: SUPPLIERS



COMPANY NAME:
Zodiac Stainless Steel Catering Products

ABOUT OUR CLIENT

One of the leading suppliers of commercial catering equipment and housewares across the UK.

THE PROJECT

BCR Associates completed a full review of the client's energy spend and it was recognised that the client's gas and electricity portfolio needed to be refined. The client was dissatisfied with their current telecoms supplier not adhering to their requirements and was in need of a solution that matched their previous system but placed them on a more favourable contract.

THE RESULT

- Successfully implemented a complex solution which separated the energy portfolio into three elements to offer optimum value for money
- Predicted reduction of annual gas expenditure by £3,502 (20%) per annum
- Provided a like-for-like telephone system with predicted saving of £3,380 (41%) per annum

WHAT OUR CLIENT SAYS

"One of my colleagues met Kevin at the ENSE conference and he was impressed by his industry knowledge. Taking the time to understand the details of our business, Kevin developed a proposal that will help to resolve our current issues with energy and telecoms. We're delighted to have formed a strong relationship with BCR Associates."

Joanne Harvey,
 Administrative Manager



COMPANY NAME:
First Choice Group Limited

ABOUT OUR CLIENT

Specialising in meeting the needs of the commercial catering market.

WHAT OUR CLIENT SAYS

"By working collaboratively with Kevin, we revealed administrative and financial saving opportunities. Following the presentation of his full energy solution, he worked meticulously and quickly to improve our energy contracts."

"On hand to support us and offer advice regarding our essential business spend, we continue to work closely with BCR Associates."

John Whitehouse,
 Managing Director

THE PROJECT

Kevin Turner of BCR Associates analysed the energy supplier contracts that were due for renewal, and given the number of energy suppliers currently utilised by the client, billing and administrative efficiencies were possible. Due to being out of contract the client was being charged large sums by the energy companies. BCR Associates' solution would look to rectify these issues and futureproof the client ready for their move to new premises in March 2017.

THE RESULT

- Achieved a 15% saving on electricity, equating to £8,630 reduction in expenditure per annum
- Gas spend was reduced by 36.5%, saving the client a total of £5,181 per annum
- The client saw vast administrative efficiencies by placing all contracts for gas and electricity with one supplier

CASE STUDY: DISTRIBUTORS



COMPANY NAME:
Dadibhais Ltd t/a CooksMill

ABOUT OUR CLIENT

Maintaining a proud 30 year history of offering non-food catering supplies and equipment to the hospitality industry.

THE PROJECT

Kevin and the team at BCR Associates carried out a thorough analysis of energy spend and consumption plus a review of multiple electricity contracts held by the client. The resulting proposal set out a clear pathway to streamline billing and to lessen the administrative burden surrounding electricity contracts.

The review highlighted issues with an expired contract where the client was charged out of contract rates.

THE RESULT

- Achieved a reduction in electricity expenditure of £10,742.48
- Streamlined the client's administrative processes by aligning contract end dates
- Delivered budget certainty for the client through the introduction of fixed energy rates and resolving the out of contract rate issue

WHAT OUR CLIENT SAYS

"From the outset, Kevin demonstrated his industry expertise and gave us total confidence of the role he could play in our business. Kevin and team worked to deliver exactly what we required. Providing us with clear, fixed contracts on more favourable terms, we have seen our electricity expenditure reduce dramatically and our administrative worries disappear."

Muhammed Dadibhai,
 Director

THANK YOU FOR YOUR BUSINESS



Interested to investigate your own business' procurement processes?

Losing cash and worried about inefficiencies?

Become the next ENSE member to benefit from our fully managed service:

- * Full tendering and transfer management
- * Guidance and advice throughout the contract term
- * Project management
- * Risk management
- * Disaster recovery
- * All paperwork handled
- * Supplier negotiation and management
- * Direct number for your relationship manager for all managed services
- * Future renewals diarised and managed
- * Independent advice
- * Experts across all services
- * Advice on legislation and remaining compliant
- * Improved business efficiency

AS AN ENSE MEMBER YOU WILL HAVE ACCESS TO COMPETITIVE AND BESPOKE INSURANCE PACKAGES

In addition to our core energy, telecoms and business supply services, we will also tailor your insurance policies to suit your individual business needs, making sure that your company is protected against every eventuality.

INSURANCE CLAIM FORM

HOW WE CAN HELP YOU

Having the right insurance cover for your business is vital to ensure that your business assets are protected against potential risks. From the base-level insurance that is a pre-requisite to running a business, E.g. Public Liability insurance, to more complicated policies such as Directors' and Officers' Liability insurance, it is important that you have the right policies in place to ensure future stability.

Our specialist insurance partners can provide competitive insurance quotes and ensure that you are with the right provider for your business.

Our nominated insurance partners are used to working with clients across a wide range of industry sectors. Our recommended insurance advisors will take the time to understand your business insurance needs and will make sure that your cover meets your requirements.

We provide a personalised service which takes into account your long-term business goals. Our experts can also provide guidance on how to reduce your premiums through ensuring compliance across H&S, staff, documentation and systems.

Our expert insurance partners offer like-for-like offers for easy comparison, full management of insurance paperwork with all tendering and negotiations managed by us.

WHAT THIS MEANS FOR YOUR BUSINESS

- IN-HOUSE CLAIMS MANAGEMENT
- REPUTABLE SUPPLY CHAIN
- BESPOKE POLICIES
- FULL SERVICE RANGE OFFERED
- PREFERENTIAL RATES
- CONTRACT MANAGEMENT

INSURANCE FACTS ABOUT US



OUR INSURANCE OFFERING:

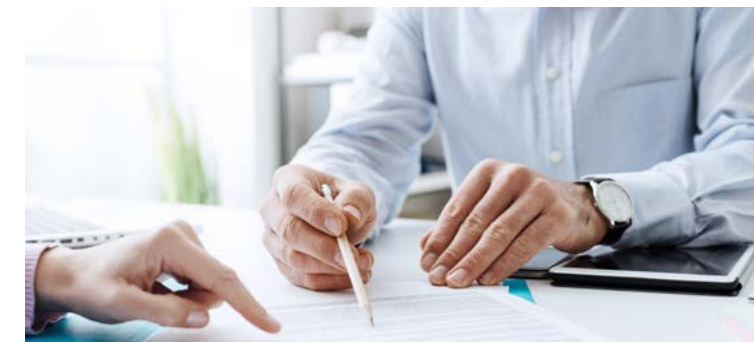


BUSINESS INSURANCE

- Employers' Liability
- Professional Indemnity
- Credit
- Legal expenses
- Performance bonds
- Alternative risk transfer (ART)
- Public liability
- Systems
- Cyber
- Contractors

DIRECTORS AND EMPLOYERS INSURANCE

- Private medical
- Group accident
- Payroll
- Key man
- Fidelity
- Directors' and Officers' Liability



BUILDING

- Commercial landlord
- Commercial property
- Shop
- Business equipment
- Stock and inventory
- Contingency
- Marine and transit



OPERATIONS

- Vehicle
- Fleet and haulage
- Goods in transit

HEALTH

- Life
- Medical

Discover how BCR Associates can help your business to:

- Rationalise costs
- Manage supplier relationships
- Ensure compliance
- Mitigate risk

Contact us today to discuss your procurement options with no obligation.



CorporateINTL

GLOBAL AWARDS 2017 WINNER



SOME EXAMPLES OF KEY SAVINGS:



| | |
|--|----------------|
| MEMBER TYPE: DISTRIBUTOR | |
| COMPANY: Restaurant Design Associates Ltd | |
| SERVICE: | % SAVED |
| ELECTRICITY | 8% |
| GAS | 29% |

“ I would definitely recommend their services to any business who may not have the resources or time to seek out such savings without assistance”

Alex Bradley, Director

| | |
|-----------------------------------|----------------|
| MEMBER TYPE: DISTRIBUTOR | |
| COMPANY: Wards of York Ltd | |
| SERVICE: | % SAVED |
| LINES AND CALLS | 32% |
| GAS | 16% |



“ We were delighted with both the savings that BCR Associates made for us and the ease in which they migrated our business to the new providers – I can highly recommend their service”

Chris Hopper, Administrator



| | |
|---|----------------|
| MEMBER TYPE: DISTRIBUTOR | |
| COMPANY: ES Catering Equipment Ltd | |
| SERVICE: | % SAVED |
| ENERGY | 43% |

“ BCR Associates took all of the stress out of comparing energy tariffs and we were impressed with the savings achieved. We are looking forward to working with them to look at further savings in other areas of the business”

Tom Booth, Operations Manager

| | |
|--|----------------|
| MEMBER TYPE: DISTRIBUTOR | |
| COMPANY: Advantage Catering Equipment Ltd | |
| SERVICE: | % SAVED |
| INSURANCE | 20% |



“ BCR Associates really take the hassle and time away from dealing with the bottom line utility spends, which in turn allows my team and I to concentrate on what we do best. Also it's a no cost review so there is nothing to lose”

Simon Critchett, Owner

NEED TO KNOWS:



Disaster recovery

The recent severe weather conditions that impacted much of the country may have thrown many businesses into disarray. However, those that enacted a disaster recovery plan will have experienced little disruption. In instances of severe weather where it may be difficult for staff to travel, leased phone line capability will allow staff to simply plug in their phones and work from home if needed. A cloud-based system and secure VPN connectivity will enable staff to access necessary files and continue to serve clients.

Is your business GDPR ready?

Most businesses should, by now, be aware of GDPR, which comes into force on 25th May 2018, requiring organisations to respect and protect personal data, no matter where it is sent, processed or stored. With two months to go until enforcement, if you have not started the process of data flow mapping and updating the relevant policies and profiles, now is the time to start! Non-compliance could result in crippling fines of up to 4% of your annual turnover, or EURO 20m, therefore inaction is not worth the risk!



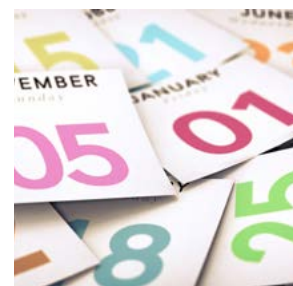
ESOS Phase 2

The second phase of the Energy Savings Opportunity Scheme is now live with an assessment deadline of 5th December 2019. Although ESOS applies to larger UK businesses with a turnover in excess of £50m pa and employing over 250 people, smaller businesses will benefit or even increase profit by following some of the “ethics” of ESOS. It's recommended that all businesses review their carbon emissions, assess renewable investment options and improve working practices.



Dates for your diary

2018 brings a number of changes to pay and allowances that both you and your employees should be aware of. The National Minimum Wage will increase on 1st April. For your employees that are 25 and over, their new hourly pay will be £7.83. 6th April 2018 will bring changes to income tax allowance thresholds. For lower tax rate payers, it will increase to £11,850 and higher tax rate payers £46,350. 6th April 2018 will also see Statutory Sick pay rates rise to £92.05 per week.



DCP 228

Ofgem have announced a major regulation change which will impact the cost of your business' electricity bills and may affect when you use electricity. This new regulation is called DCP 228 and is one of the latest regulations to impact DUoS (Distribution Use of System) charges and will come into effect from the 1st April 2018. DCP 228 is designed to change the way electricity distribution companies calculate time of use (ToU) charges in order to improve cost transparency and to better reflect the costs incurred by the network operators.



Our aim is to become a key part of your outsourced management team across the following services:

- Energy
- Energy & Carbon Services
- Telecoms
- Insurance
- Business Supplies
- Tail Management

Utilising our services, your business will access;

- * Competitive rates
- * One point of contact
- * Excellent T&Cs
- * Industry expertise
- * 1st class service levels
- * Expert advice
- * Positivity and reliability
- * A dedicated specialist

GET IN TOUCH WITH US

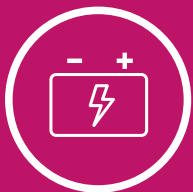
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WHY ARE WE DIFFERENT

- FULLY MANAGED SERVICE
- FREE NO OBLIGATION COST REVIEW FOR ALL SERVICES
- INDEPENDENT EXPERT ADVICE
- NEVER MISS A RENEWAL
- RECEIVE 100% OF SAVINGS
- ALL TENDERING, NEGOTIATION AND PAPERWORK DEALT WITH BY US
- NO REQUIREMENT TOO COMPLEX OR LARGE
- LIKE FOR LIKE OFFERS FOR EASY COMPARISON
- DEDICATED RELATIONSHIP MANAGER

OUR SERVICES INCLUDE:



ENERGY



**ENERGY &
CARBON SERVICES**



TELECOMS



**BUSINESS
SUPPLIES**



INSURANCE



**TAIL
MANAGEMENT**