



Energy Audit Proposal for:
Knight Frank LLP



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Pulse Commercial Utilities Ltd has been invited by Knight Frank LLP to present an outline proposal that demonstrates how Pulse Commercial Utilities Ltd would provide 'Utility Management Services' to Knight Frank LLP clients and tenants during 2011.

Pulse Commercial Utilities Ltd is an independent Energy Broker and offers a totally impartial and transparent service. Pulse Commercial Utilities LLP has broad experience in a host of market sectors and can assure Knight Frank LLP that we would endeavour to provide its clients with the most professional service, which would be at no additional cost to Knight Frank LLP.

Pulse Commercial Utilities Ltd is delighted to respond to this request and within this document will demonstrate:

- The credentials of Pulse Commercial Utilities Ltd and our ability and suitability to provide the requisite services to Knight Frank LLP and their clients.
- How Pulse Commercial Utilities Ltd would manage the requirement on behalf of Knight Frank LLP, including the key objectives and our reporting procedures with summary analyses.
- Details of clients for whom Pulse Commercial Utilities Ltd have made considerable savings to their annual utilities bills.
- Testimonials from clients who are delighted with the services Pulse Commercial Utilities Ltd has provided.
- Details of the Pulse Commercial Utilities Ltd project team.

Pulse Commercial Utilities Ltd looks forward to working with Knight Frank LLP as a preferred supplier and reducing the cost of energy at the business premises of its clients.

Steve Andre
Senior Energy Broker
Pulse Commercial Utilities Ltd

About Pulse Commercial Utilities Ltd

Pulse Commercial Utilities Ltd is an independent Energy Broker and offers totally impartial and transparent 'Utility Management Services' to a raft of clients across a multitude of business sectors. The company has become a pioneer in the energy procurement arena.

Pulse Commercial Utilities Ltd assists its clients to make significant savings in their energy bills, through well informed procurement decisions, eliminating and recovering overpayments and by helping them manage their energy spend through ongoing invoice analysis. Pulse Commercial Utilities Ltd is now recognised as a leading specialist in energy management services in the UK.

In 2010 Pulse Commercial Utilities Ltd was awarded the procurement contract to provide energy brokerage services by Halton & St Helens PCT, one of the few NHS procurement contracts awarded outside the OGC.

In September 2010, the work Pulse Commercial Utilities Ltd does within the leisure and entertainment industry was recognised by the Fitness Industry Association (FIA) and the Theatrical Management Association (TMA) as a result of its pioneering bespoke energy tariffs based on the sectors' differing usage patterns. Both associations awarded Pulse Commercial Utilities Ltd the accolade of being their sole recommended Energy Broker to their members.

Since launching in 2006, Pulse Commercial Utilities Ltd remains a fast growing and dynamic company. We remain the first choice of our clients, for whom we will continue to provide the highest level of services, protecting their interests, whilst reducing their utility spend.

DORIAN NINEBERG

POSITION: MANAGING DIRECTOR

Chartered Accountant and Joint Founder of First Security (Guards) Ltd in 1987. Today FSG is one of the largest Contract Security Companies operating in the South East. FSG was built by developing successful relationships with many of the Property Managing Agents including Chesterton, JLW and Richard Ellis and understanding their service requirements.

Dorian has extensive experience in growing small service based companies into medium sized operators who build their success on personal service, extensive senior management involvement, high client retention, excellent service, motivated and experienced employees and by providing flexible solutions to their clients' needs.

Dorian provided a substantial Capital Injection into PCU in May 2009 and the company now has the infrastructure and solid foundation to grow into a well-respected and highly valued Utilities Consultancy.

BEN DHESI

POSITION: HEAD OF ENERGY MANAGEMENT

Ben started Pulse in 2006 after training as a Solicitor with Mishcon de Reya. Ben realised that busy law practices had little time to review their utilities and recognised that there was an opportunity for a Utility Consultancy to manage these costs.

Ben developed Pulse from its law firm client base to a diverse client base that now operates in all sectors of the economy.

STEVE ANDRE

POSITION: SENIOR ENERGY BROKER

Steve has many years of energy brokering and account management experience for Gas and Electricity contracts. Steve is experienced in dealing with SME accounts portfolios and large Gas and HH consumers.

Steve also has significant experience in dealing with renewal processes of all the UK's major Energy Suppliers and has developed an extensive network of contacts at E.on, British Gas, EDF, npower and SSE. Steve's strengths are placing businesses with Energy suppliers that best fit a client's needs with regards to billing, payment type and customer service.

Steve was a pivotal part of the Pulse Energy Team that was awarded a Top 40 Energy Broker status with E.on and most valued Broker Partner by Total Gas & Power in 2010. Steve was recently also part of the Pulse Tender Team that won the Energy Procurement and Management contract with Halton & St Helens PCT NHS Trust. This was one of the few NHS Energy contracts awarded to Energy Brokers outside the Office of Government Commerce (OGC) Supply Chain.

Tel: 0208 686 5500

Fax: 0208 686 5341

Email: sandre@pulseutilities.co.uk



Pulse Commercial Utilities Ltd has an excellent client base across the UK in a variety of market sectors. Through Pulse Commercial Utilities unrivalled 'Utility Management Services' Pulse has enabled many organisations to make substantial cost savings to their gas, electric and water usage, on an ongoing basis.

Clients include:



"Pulse secured PepsiCo competitive gas rates for 2010 and provided us with excellent service."

Debbie Christie
Facilities Manager, PepsiCo UK



"A professional & friendly service was provided of which we were kept informed on a regular basis and a good saving was made."

Michelle Hughes
Council Secretary, Croydon Council



"Thank you for actually delivering in a timely way what you had hoped to achieve for us. Well Done!"

Keith Tipping
Company Secretary, Fairview New Homes Ltd



"Unbelievable!! You negotiated a 50% Reduction! A valuable support to our business which we will continue to use."

Steve Fish
Pavillion Securities Ltd



"A professional and friendly service. Extremely efficient and problem free. Very little input needed from us, Pulse took care of everything."

Andrea Cheshire
Chambers Administrator, Pump Court Chambers



As part of our dedicated analysis process, we document everything electronically to ensure all information is stored securely and efficiently.

Below is a snapshot of our webcrm system, that allows all the essential details for each separate site to be stored accurately. This ensures that the tendering process is efficient and precise according to the client's specification.

Unique issues such as no DD payments can be highlighted here.

Storage of supply address details.

Safe storage of key Energy Data.

Each organisation Profile registered on the CRM is allocated an Account Manager. The Account Manager can set activities to ensure work is done on schedule and nothing gets missed.

Activities such as sending in termination and seeking renewal prices can be set as pop up reminders to ensure no contracts renewals/ terminations are missed.



Step by Step Key Objectives



STEP ONE

Collect Current Contract Data

- Solution 1 Liaise with incumbent suppliers to obtain current contract end dates
- Solution 2 Serve notice on accounts as per the various supplier notice periods

STEP TWO

Secure Competitive Contractual Rates

- Solution 1 Pulse can access Price books for five major Suppliers
- Solution 2 Pulse can also obtain bespoke prices from several other suppliers
- Solution 3 Pulse will obtain bespoke contract terms to align all contracts going forward

STEP THREE

Ensure Contracts Avoid Onerous Terms - Deposits /DD Payments

- Solution 1 Negotiate with incumbent suppliers for non DD/Deposit terms
- Solution 2 Contact suppliers that offer terms without DD/Deposits
- Solution 3 Pulse to exploit Supplier Relationships to avoid DD/Deposits

STEP FOUR

Ensure Smooth and Timely Transition of Supply Contracts

- Solution 1 Pulse to check supply changes with ECOES (Electricity) and Exoserve (Gas) databases

STEP FIVE

Pricing and Accurate Billings Issues

- Solution 1 Bespoke pricing solutions
- Solution 2 Bespoke bill validation services

STEP SIX

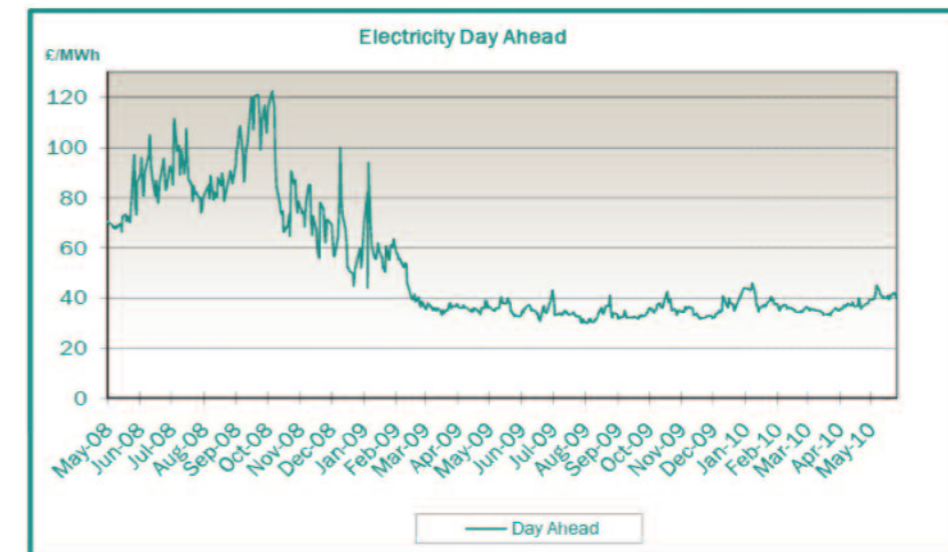
Maintain Client Relations

- Solution 1 Keep in constant contact for changing requirements, queries and updates

The analysis has been carried out by Pulse Commercial Utilities Limited - one of the country's leading independent Commercial Utility brokers. We carefully selected the most competitive commercial suppliers to tender for your **ELECTRICITY** supply contracts.

One of the company's key attributes is its independence and all analysis involved in the creation of this report is completely impartial. To discuss this report or any of our services contact the Account Manager at Pulse, who generated the report.

- The cost of each Energy contract is broken down by unit rates and third party costs including standing charges, KVA Charges. Only the 4 most competitive tariffs are included in this report. More quotes are available on request.
- The results shown are based on the 12 months Annual Day and Night usage. There is no guarantee that the usage will be exactly the same and the quotes are therefore an estimate based on the last year's usage. The actual cost of the contract can be higher or lower depending on whether usage increases or decreases from the previous year.
- All figures in the report are exclusive of VAT and CCL charges.



The graph to the right shows the point of the 12 month Energy Market when the quotes were obtained. Based on this market information we think it is a sensible time to purchase your energy contracts.

Pro Forma Energy Quote Template & Pro Forma Executive Summary

Our reporting template will inform our clients of potential contract options.

Comparison 12 Month Energy Contracts

Current Annualised Spend:	EDF	npower	British Gas	TOTAL
Price Plan				
Contract Term	12 Months	12 Months	12 Months	12 Months
Standing Charge	£2,000.00	£1,000.00	£1,500.00	£1,250.00
Capacity Charge (KVA) KVA @	8	8.20	8.15	8.30
Day Unit Rate Charges	8	8.20	8.15	8.30
Night Unit Rate Charges	250000	250,000	250,000	250,000
Unit Rates per Annum				
Annual Unit Costs	£22,000.00	£20,508.20	£21,875.00	£22,000.00
Net Annualised Total	£24,000.00	£21,508.20	£23,375.00	£23,250.00
Versus Current (£ pa):	-	- £2,491.80	- £625.00	- £750.00
Versus Current (%):	-	- 10%	- 3%	- 3%

Notes:

All quotes are based on annual usage of 250,000 kwh per annum.

KEY TERMS

1. NO DEPOSIT
2. PAYMENTS BY CHEQUE
3. 120 DAYS NOTICE

KEY TERMS

1. NO DEPOSIT
- PAYMENT BY DIRECT DEBIT
3. 90 DAYS NOTICE

KEY TERMS

1. £2,000 DEPOSIT
2. PAYMENT BY DIRECT DEBIT
3. 60 DAYS NOTICE

KEY TERMS

1. £2,500 DEPOSIT
2. PAYMENT BY CHEQUE
3. 30 DAYS NOTICE

Pro Forma Executive Summary showing savings that can be made.

Current Charges	monthly	annually
Average :	£928	£11,141
Most Competitive Alternative	monthly	annually
Average:	£613	£7,355
Financial Saving	monthly	annually
Average	£315	£3,786

CONTRACT PARTY DETAILS:

Syndicate No. 1

BILLING DETAILS:

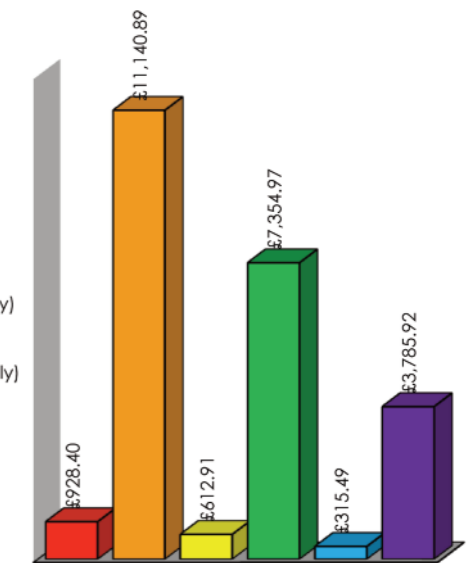
C/O Knight Frank LLP
9 Bond Court, Leeds, LS1 2JZ

SITE ADDRESS:

Unit 10 - Quorum Business Park
Benton Lane, Newcastle Upon Tyne
NE12 8EZ

Current Spend (monthly)	£928.40
Current Spend (annually)	£11,140.89
Most Competitive Alternative (monthly)	£612.91
Most Competitive Alternative (annually)	£7,354.97
Financial Saving (monthly)	£315.49
Financial Saving (annually)	£3,785.92

- Current Spend (monthly)
- Current Spend (annually)
- Most Competitive Alternative (monthly)
- Most Competitive Alternative (annually)
- Financial Saving (monthly)
- Financial Saving (annually)



ECEOS Registration Analysis



By using ecoes we can track change of supplies to ensure smooth transition on the day of transfer.

Any objections to transfer from the incumbent supplier will appear in the days/ weeks prior to transfer. Any objections that are seen are expediently dealt with so that transfer is not delayed.

Very Important

Future changes to the current registration details, and detailed information relating to a future registration, will not be displayed until the effective date of the change. This data reflects what is held on the HPAN or Meter Operator system and is not guaranteed to be correct. Customer that have been updated by the HPAN Meter Operator will not be displayed.

HPAN Details

Here are the current registration details for the requested HPAN

HPAN	Distributor	GSP Group	GSP EFD	LLF Class	LLFC EFD
15800092702	MERCHES	J (Northern)	15/12/2009	205	30/6/2009

Last Update: 17/6/2010
By: NPAS 1000

HPAN	Distributor	GSP Group	GSP EFD	LLF Class	LLFC EFD
15800092702	MERCHES	J (Northern)	15/12/2009	205	30/6/2009

HP status: Traded, EFD: 6/8/2009

Supplier ID: SATE (SPOWER LTD), DA: 6/8/2009, DC: 6/8/2009, NOp: 21/9/2009

Registration notes: SATE (SPOWER LTD) 0845-070-5454 6/8/2009

HPAN History

Supplier	Trading Name	General Access Number	Start Date	End Date	Registration notes
SATE	SPOWER LTD	0845-070-5454	6/8/2009		

Show Unsuccessful Registrations

MRA

This shows the current supplier and will list any transfer of supply weeks prior to the transfer date, objections appear in the registration notes.

Pulse has been asked to provide Knight Frank clients with the means to monitor, manage and meter their energy consumption, whereby they can then comply with the legislation governing the Carbon Reduction Commitment (CRC).

Pulse is delighted to respond to this request and recommends the implementation of Energy Guardian, which is designed to:

- Save Money
- Save Energy
- Save the Environment

About Energy Guardian

- A simple, full-service, smart metering solution for all businesses spending over £2,000 per month on electricity.
- Enables customers to cost-effectively identify, eliminate and reduce areas of electricity waste thereby saving money and reducing carbon emissions.
- Proactively manages energy usage as required by CRC legislation for all large organisations.
- Quick payback period (often less than 12 months).

Who is Energy Guardian designed for?

- Organisations which fall under CRC Energy Efficiency Scheme.

- All public sector organisations.
- All organisations whose annual supply exceeds 6000 MWh.
- All organisations with half hourly energy metering.
- Organisations looking for significant savings on their energy bills.
- Organisations wanting to become 'green'.
- Organisations needing a better understanding of energy usage for attributing costs.
- Organisations wanting prompt ROI.
- Organisations looking for a quick payback period.

About CRC Energy Efficiency Scheme

- Obliges large organisations to accurately and comprehensively report their energy usage and energy saving activities.
- If organisations fail to comply, the penalty is £5000 plus £500 per day until they do comply!
- Each year Government league tables are produced to show how well companies are working towards reducing their CO2 emissions.
- Early adopters of energy efficiencies will be more favourably recognised.

Suggested implementation

- Customer purchases Energy Guardian package (30 day free trial).
- 50 –100 monitoring points installed at customer site.
- Monitoring points to include lighting, ventilation, equipment sockets.
- Smart metering establishes baseline information over the month.
- IEE recommends what energy savings action should be taken

Solution phases

1. Reducing and eliminating wasteful energy use.
2. Introducing process and behavioural adjustments (e.g. automating power downs).
3. Assessing key installations for efficiency (e.g. replacing lighting with LED alternatives).
4. Roll-out to other areas within organisation to replicate energy saving.



Pulse will not charge for change of contracts or charge owner process or transfer of supplies.

Pulse will obtain a procurement fee directly from suppliers for all new supply contracts procured.

Fees will depend on length of contract and Annual Consumption within the contract. There is no direct procurement cost to Knight Frank or any of Knight Frank's clients.

PRICE SUMMARY

Domestic Meter Installation	£50.00 plus VAT
Domestic Supply Reconnection	£25.00 plus VAT
Half Hourly Meter Installation	£250.00 plus VAT
Half Hourly Supply Reconnection	£100.00 plus VAT
Non-Half Hourly Meter Installation (monthly)	£150.00 plus VAT
Non-Half Hourly Meter Installation (quarterly)	£150.00 plus VAT
Non- Half Hourly Supply Reconnection	£75.00 plus VAT
Gas Meter Installation	£150.00 plus VAT
Site Visit (per day)	£200.00 + mileage (@40p/mile) plus VAT
Disconnections/Meter queries	£100.00 plus VAT
Sub Metering (Landlord Meter)	Quoted on a Site Specific Basis

Pulse is pleased to present this document to Knight Frank LLP and trusts the information contained within the proposal is clear and concise.

Should Knight Frank LLP wish for additional substantive information with regard to this project, Pulse Commercial Utilities Ltd would be delighted to provide this in addition to recent case study material, testimonials and client references.