

Beond

**Proud Sponsors
of APSE**

**Engagement
with the
Climate
Emergency**

13th Feb 2020

Presented by: Mike Chan





Agenda

01. Introducing Beond

02. Helping you with Climate Emergency Challenges

Introducing Beond

We are a multi-award-winning Climate Action Business

Our recent awards include:

- Best Advisor
- Best Green Business
- Best Business Service Company
- Finance Business of the Year
- Most Innovative use of Blockchain for Social Value



Our founder is
Chair of West London Climate Change Sustainability Group
and The Zero Carbon Project

Introducing Beond

Mission

Helping Our Clients

Achieve Their Climate Ambitions

30 Industry Experts

42 Strategic Partners

Servicing Over 1,000 Companies

Vision

Create a Carbon

Free World

1,700 Energy Auctions in 2019

19,000 Meters Managed

93% Client Retention

Values

Integrity, Innovation,

Quality

Established in 1999

Totally Independent

Still growing

Helping you with Climate Emergency Challenges

01

Zero Carbon Market

- Unique reverse auction software drives down supplier margins
- Access to zero carbon market
- Blockchain token rewards

02

Sustainable Energy Services

- Review of climate action plans and tech proposals
- Technology tendering of renewables and energy efficiency
- Technology audits, workshops and innovation hubs

03

Risk & Contract Management

- Risk management reporting, budgeting and forecasting
- Bill, contract and data management
- Compliance and legislation support

Helping you with Climate Emergency Challenges

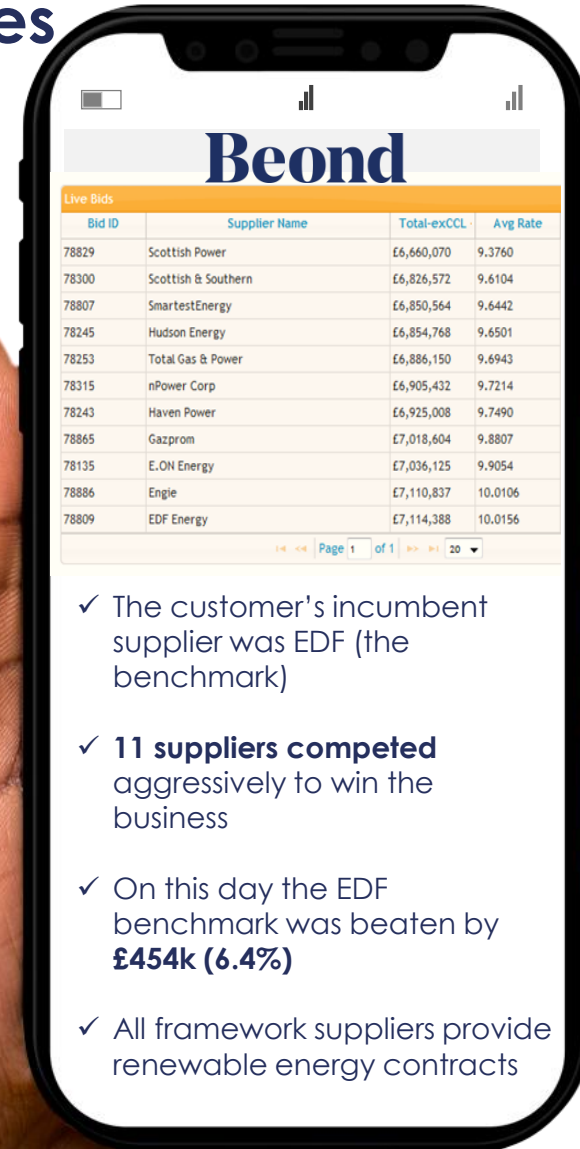
Zero Carbon Market – Auction Software

Methodology:

- ✓ We review current supply contracts to expose hidden risk premiums and margins
- ✓ If margins are excessive Beond run a live “reverse” auction to explore savings

Benefits:

- ✓ Up to 25 suppliers enter the live green auction
- ✓ Keener and greener energy supply contracts
- ✓ If the cheapest offer is not green Beond will pay the carbon offset premium for electricity and/or gas



Our Value Propositions

Sustainability Energy Services

Desktop Feasibility Studies

- Review of net zero carbon strategy
- Procurement of appropriate supply contract
- Assess risks in technology proposals

Technology Tenders

- Fully managed bespoke OJEU tenders
- Projects: PV, lighting, cooling, heat recovery, battery storage and wave/tidal review

Case Study Example- Dover Harbour Authority

- 38 suppliers in the PV tender
- Avoiding 691,664 kg/yr CO²
- £1.32m savings through bid refinement and streamlining implementation



Our Value Propositions

Risk and Contract Management – Expertise and Delivery

Risk Management

- Price Risk Reports
- Market Insight Reports
- Budget Defender Reports
- Cost and Consumption Forecasts

Contract Management

- Bill Validation
- Supplier Query / Resolution
- AMR / Metering Services
- Data Management
- MOP Aggregation
- kVa Analyses
- Compliance Support



Beond



Thank you