

TEAMNET

*The challenge of
managing **electrical**
energy costs in
corporate markets*



Boost the improve oportunities from



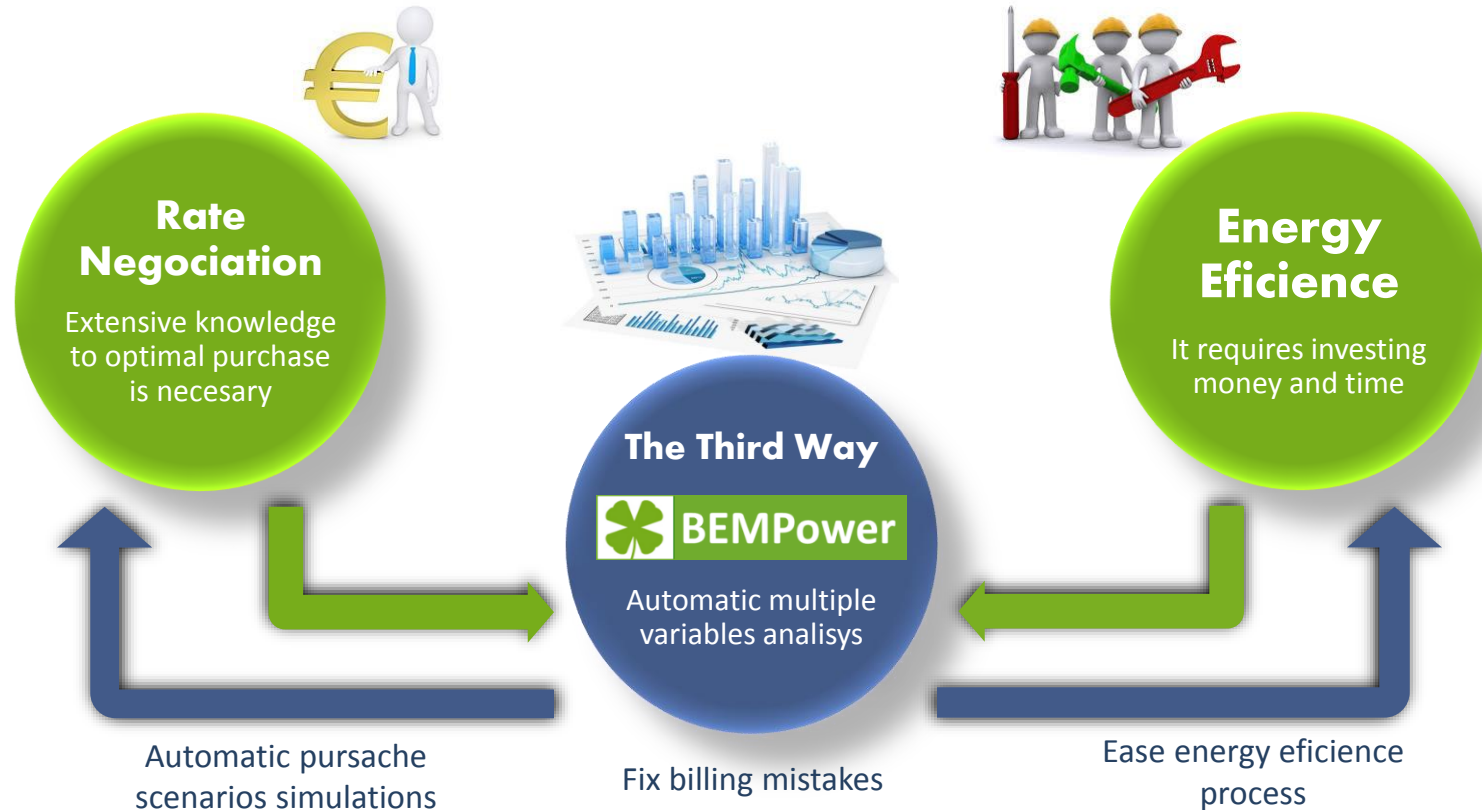


Control and costs managements difficulties

Electrical energy



So far there were only 2 ways to save energy expenditure





The challenge of managing electric energy costs in corporate markets

💡 The electricity expenditure is usually high and very complex to audit and optimize

💡 Two main reasons:

1. **Suppliers do not have flexible and agile systems** to load the exceptional price conditions agreed with their corporate clients
 - Those systems are useful for residential markets
2. **Customers**, in general, **have no powerful tools** to audit the complex billing



The problems of customers and suppliers are complemented in a vicious circle



Marketer's side:



Complex contracts with multiple scenarios



Price conditions are usually managed with **manual systems**



Billing systems for **residential markets** with impact in 2-3 years + corporative adaptation in 1-2 additional years



Invoices issued with a **2-5% offset** versus agreed



Business side:



Use of consultants for purchases, reengineerings and **technical solutions** of efficiency



No hay verdaderos sistemas: auditoría de facturas nula, manual o semi-manual, o sistemas parciales



Management difficulties due to **lack of adequate information** on energy expenditure and consumption



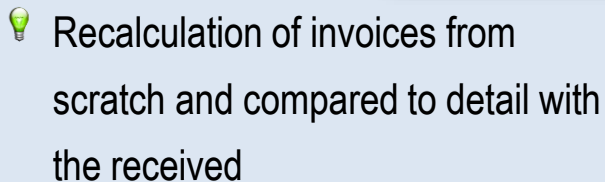
Accumulated extra cost of + 10% for late and sporadic detection of anomalies





Solution Approach

Teamnet through BEMPower

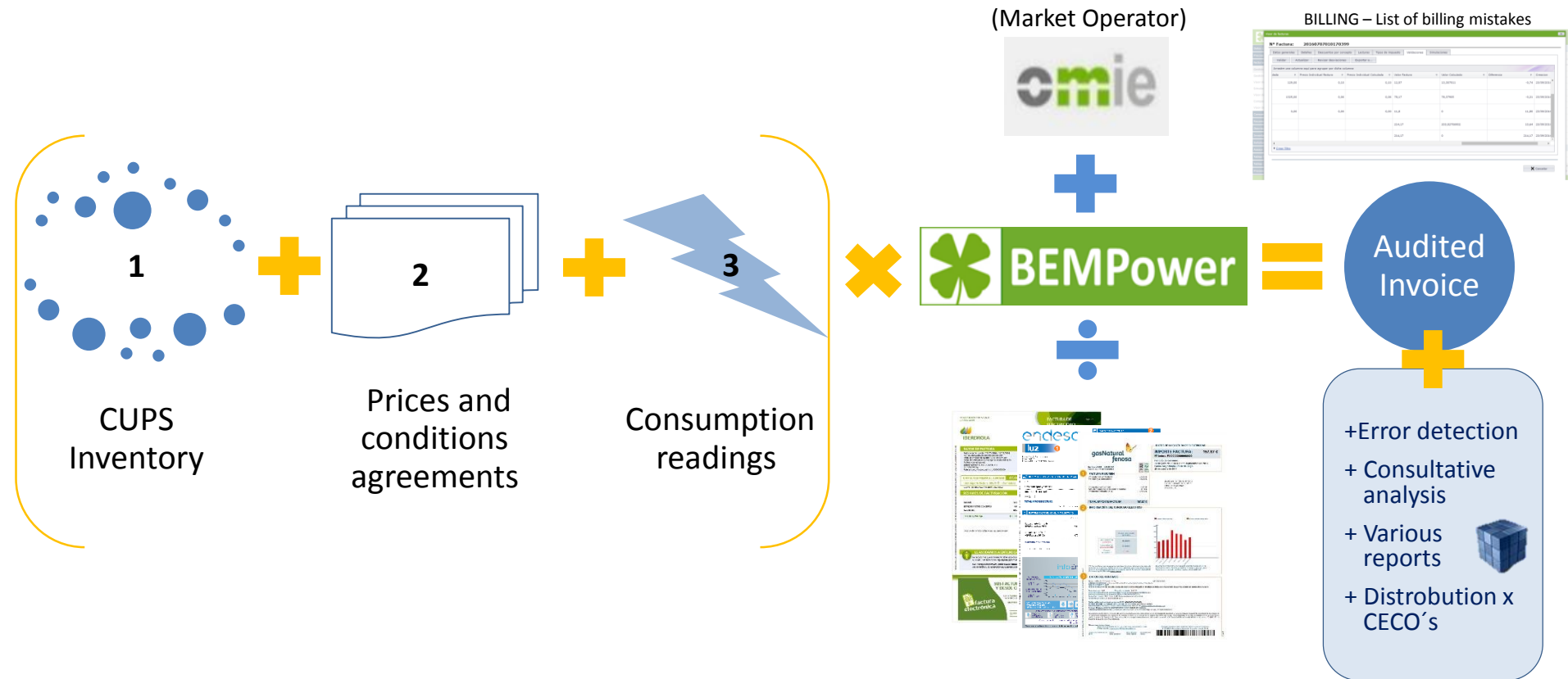


💡 OLAP Cubes: multidimensional analysis of consumption and expenditure





The flexibility and scalability of the BEMPower platform allows to parameterize different commercial offers per customer





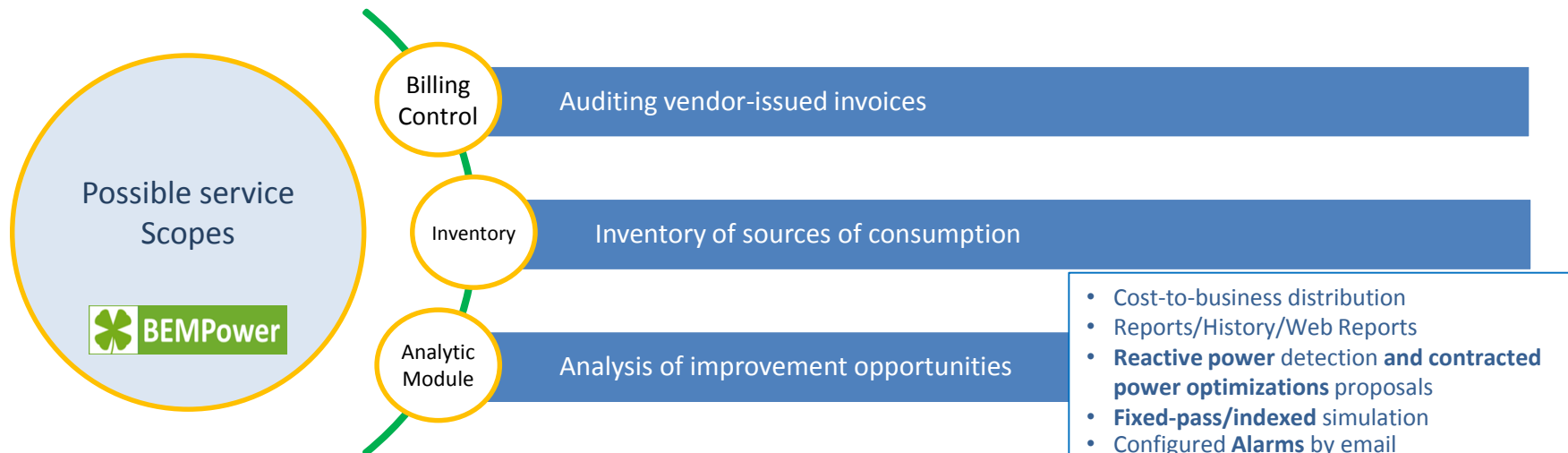
Through more appropriate management information, different opportunities for efficiency and productivity will emerge

- 💡 Incorrect billing cost elimination
- 💡 Purchase support- Simulation of scenarios with real consumption
 - 💡 **Fixed price vs indexed** analysis
 - 💡 **Comparison of commercial offers** in negotiations
- 💡 Optimization of CUPS and counters inventories
- 💡 Consumption Control-Configurable alerts
 - 💡 Identification of processes with consumption problems
 - 💡 Power diversions, reactive energy, etc.
- 💡 Cost Control-Configurable alerts
 - 💡 **Budget deviations** by Area/Business Unit/Headquarters
- 💡 Dynamic Dashboards
 - 💡 Executive summary of expenditure evolution
 - 💡 Easy control of KPIs consumption (key indicators)





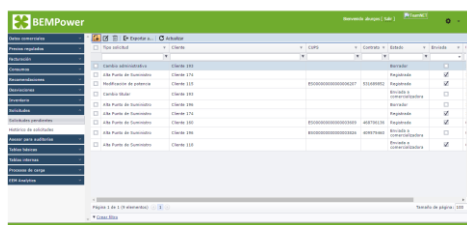
Through more appropriate management information, different opportunities for efficiency and productivity will emerge



INVENTORY - Offices/Clients



APPLICATIONS – Admissions, Cancellations and Changes



BILLING – Comparison of Offers



ANALYTIC MODULE – Use of OLAP Cubes





TEAMNET customers

Microsoft

LA RAZÓN

ASISA

KPMG

PROSEGUR

overon

Banco Caixa Geral
Grupo Caixa Geral de Depósitos

ATENTO:

Bankia

Indra

OHL

GOBIERNO DE ESPAÑA
MINISTERIO DE JUSTICIA
Ministerio de Justicia

INFORMÁTICA
El Corte Inglés

FAMAR

MUTUA MADRILEÑA

Isdefe

Tragsa
Grupo

IBERDROLA

pwc

Adeslas
SegurCaixa

ufinet

Mahou

FCC
altran

ORANGINA SCHWEPES
A SUNTORY GROUP COMPANY

SIEMENS

Gestamp

ferrovial