

Business

Keeping you up to date with our latest business developments



Annual Consultant Conference is a great success

We were delighted to recently welcome over 100 Consultants and Brokers to the Ricoh Arena in Coventry for our Annual Consultant Conference. Now into its fourth year, the impressive turnout is a great reflection of how highly our consultant community regard the conference.

We were really pleased our CEO, Paul Golby, could join us to discuss who discuss the challenges currently facing the UK energy industry. Other high profile speakers included Jim MacDonald, Retail Commercial Director, Iain Walker, Head of SME Sales and Sally Haines, Business Sales Manager. Jim focussed on E.ON's wider Retail business, while Iain and Sally shared plans for their areas of the business and how Consultants and Brokers play a key role.

We provided a review of the energy market and showcased our range of products and services, including details of what we're able to offer customers to help them comply with the Carbon Reduction Commitment.

There were networking opportunities during lunch, as well as drop-in sessions to provide details on specific areas of the business, including our Business Energy Connections and Sustainable Energy Solutions teams.

There was a celebrity feel to the conference in the afternoon, when our host Adrian Merrick, Corporates Director, chatted to ex-England and Arsenal footballer Tony Adams in an engaging interview, with some frank and honest answers.

The day ended on a high with football themed competition prizes being handed out. Mohammad Ali from Slash Marketing won our 'Shoot the O' football competition and other lucky winners have experienced walking out onto the pitch at Wembley - see our article on the right. We're already making plans for next year's event, so watch this space for more details.



Business Energy Connections

They were at the conference but if you didn't get chance to see them, our Business Energy Connections team offer infrastructure and metering services for your customers. For more information please contact, Tim Carroll on 07525 704301 or email tim.carroll@eonenergy.com



Common Distribution Charging Methodology

The UK's Distribution Network Operators have jointly developed a Common Distribution Charging Methodology (CDCM) for high and low voltage customers under the direction of Ofgem. The CDCM was approved by Gas and Electricity Market Authority in November 2009 following an industry wide consultation. The Distribution Network Operators will use this new structure when setting their prices from April 2010.

What does this mean for your customers?

They may notice a change to the way that Capacity is displayed on their invoice as it will now show Agreed Supply Capacity and Agreed Supply Capacity Excess. The line relating to Excess will only be applied to the invoice for the charge month that they exceed their Agreed Supply Capacity. In addition, they may also notice Reactive Charges appearing on their invoice.

However, most Distributors will introduce these changes in October 2010, as Ofgem have granted exemptions from applying these charges now. For further details about CDCM please visit the relevant Distributor's website. Links can be found by visiting eonenergy.com/duos

Remaining Gas Flex products are launched

As we mentioned in our last edition, we've now completed our range of flexible products, with the launch of our two new gas products - Flex Month Ahead Gas and FlexPlus Day Ahead Gas. The products work along similar lines to our flexible power products, offering customers the opportunity to break their consumption down into a number blocks. These blocks can then be purchased via our sales trading desk for optimum price transparency.

Billed on actual consumption each month, both products are available as baskets and enable volume to be unfixed. Our Flex Month Ahead Gas product defaults onto the Month Ahead Index Price for any energy not locked in by the last fixing date, and offers Monthly CashOut. Our FlexPlus Day Ahead Gas product defaults to the Day Ahead Index Price for energy not locked in, and offers the choice of Monthly or Daily CashOut.

For more details on these products, please speak to your Relationship or Account Manager.

An unforgettable experience

During our Annual Consultant Conference, we ran a football themed prize draw competition. Jonathan Elliott, Managing Director of business price comparison service 'Make It Cheaper', was the lucky winner of one of the prizes on offer - a mascot place at The FA Cup Semi-Final between Tottenham Hotspur and Portsmouth. Jonathan gave the prize to his godson, and namesake, John Elliott (pictured below right).

"John was with Jermain Defoe and thrilled to bits to be involved in the action at pitch level. He couldn't wait for the Easter holidays to end so he could brag about it to all his school friends" said Jonathan. "As for me, what a great occasion to bath in the sunshine, soak up the atmosphere and glow with pride."



Marathon man!

Nathan Wright, one of our SME Relationship Managers, put on his running shoes recently to take part in the London Marathon. Finishing in a time of 3 hours, 54 minutes, Nathan said "It was a brilliant day. The generous donations I received from my colleagues and the Consultants and Brokers have helped raise over £1,100 for the charity Children with Leukaemia. Over half a million people came out to watch the race and the atmosphere was amazing" Part of the amount Nathan raised will also be match funded by E.ON.

Other important news from around the business

Click on the links below to read more.

- E.ON powers up one of the UK's largest offshore wind farms
- Here comes the sun: E.ON's SolarSaver scheme is a bright investment
- E.ON delighted by Orkney wave power win
- E.ON posts stable earnings despite economic crisis