

Business

Keeping you up to date with our latest business developments



Welcome to the extended edition of Business, our Consultant and Broker newsletter.



An exciting new event appeared on the calendar in June with the launch of our first Annual Consultant Conference.

The successful day was chaired by Clive Moffatt, head of one of the UK's leading research and business strategy consultancies which specialises in EU energy markets.

Proceedings began with Jim MacDonald, E.ON's Commercial Director of Retail, providing an overview of our "Changing Energy" strategy. The highly volatile nature of the UK Energy Market and its potential impact on future energy prices was comprehensively described by independent energy consultant Nigel Cornwall. Dame Ellen MacArthur gave a highly informative and entertaining sailor's perspective on energy management and various corporate presentations on E.ON's range of flexible and sustainable products completed the day.

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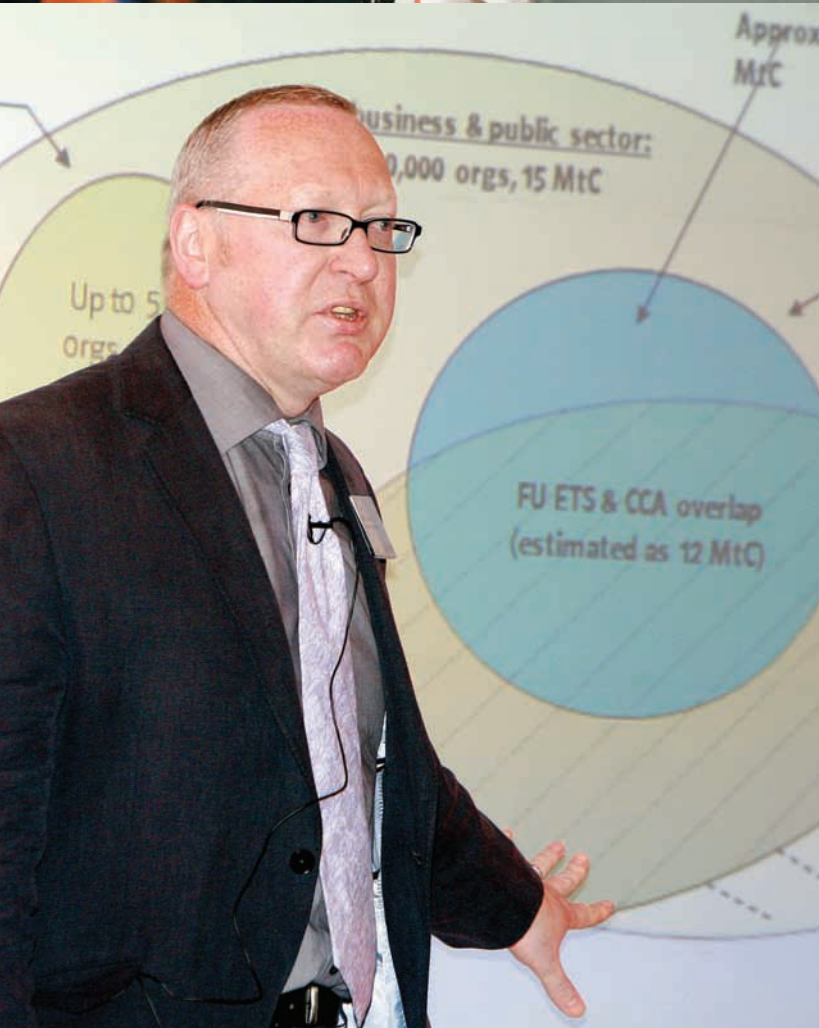
plus

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From front cover...

Over lunch, attendees were able to take a break from energy related matters by having their photograph taken with The FA Cup and meeting former England and Arsenal Defender, Lee Dixon.

Andrew Doolan, Consultant and Broker Sales Manager, reports, "Feedback from the day has been fantastic. We're very excited by the level of interest in the event from energy consultants across a wide range of organisations. We're looking forward to continuing this success by running a similar event next year."



Corporate energy business has new General Manager

In May 2008, Adrian Merrick was appointed General Manager for E.ON's Corporate energy business. His role brings together all Corporate customer-facing sales, customer service and support functions. This change will help to deliver real improvements in the end-to-end experience offered to our Corporate customers and their consultants.

Adrian has over eight years' experience in the energy industry and has been in various roles within E.ON since 2003. He was appointed as Head of SME in October 2007, taking charge of over 500,000 business customers and within six months sales had doubled against the previous year. Today, Adrian is responsible for over 400 employees operating in sales, key account management, operational support, customer service and credit management functions.

Adrian's understanding and responsibility for the end-to-end business customer process will be key, especially as gas and electricity sales continue to grow through the consultant channel.

Working towards low carbon energy

At E.ON we're continually building our position within the renewable energy market in order to satisfy the growing needs of our customers. Our Climate & Renewables business already operates projects generating around 1,300MW of renewable energy around the world and we plan to invest a further €6bn on renewable activities by 2010.

During 2007 in the UK we:

- completed our 19th onshore wind farm at Stag's Holt in Cambridgeshire
- received planning consent for three onshore schemes totalling 50MW in Sedgfield, Easington and Great Eppleton
- continued construction of the 180MW offshore project at Robin Rigg in the Solway Firth, making this one of the UK's largest offshore wind farms
- completed construction at Steven's Croft, Lockerbie, one of the UK's largest dedicated biomass power stations.

We've now applied to build the 300MW Humber Gateway offshore scheme and have received planning consent to build a 25MW wood-fired biomass plant in Sheffield. We're also researching marine technology and investigating the potential of both wave and tidal stream energy technologies.



Designing sustainable futures for businesses

Our Sustainable Energy Solutions (SES) business was set up in January 2007 to provide advice and support to business and public sector customers. With increasing pressure on organisations to reduce their carbon footprint, save energy and save money, SES provides bespoke, reliable end-to-end low carbon energy solutions.

Sam Baylis, Head of SES, explains, "Our job is not simply to sell microgeneration technologies off the shelf, but to design bespoke solutions for individual business customers that will help them achieve both their environmental and commercial objectives. We help them through the whole process, from advice, finance such as grant applications, through to designing the solution, installing and operating it and providing after sales support."

From its inception, SES has focused primarily on the Low Carbon Buildings Programme Phase 2, where the Government provides grants to the Public Sector, such as schools, to provide and install microgeneration. Moving forward, the focus is on building long-term strategic customer relationships and exploring potential consortia for large-scale integrated sustainable energy solutions. As part of this, SES has recently entered into an agreement with Barratt Homes, the major house builder, to assist in building low and then zero carbon new homes.

If you have an enquiry or would like to talk about a possible low carbon energy solution, call the SES team on 0800 051 5687 or email lcbsp2@eon-uk.com

Getting connected

Our Business Energy Connections team offers one point of contact and total connections solution to all business customers - large or small.

Located in our newly established Greenwood House in Coventry, the team delivers a diverse range of connection and metering solutions to create the ideal energy package for businesses. Services include:

- new supply and meters
- development site infrastructure
- service diversion
- meter relocation
- meter removal
- service isolation
- outlet networks.

For more information about our Business Energy Connections service, call 0800 092 3990, or email energy.connections@eonenergy.com or [click here](#).

Mascot competition winner

In the run up to The FA Cup Final, we ran a competition with all the consultant and broker firms that work with us. The competition was for their children to design an energy efficient home of the future. The winner was six year old Sam Fitzpatrick, whose Dad works for Linton Chapel. Sam's design was for an underground home insulated with a grass roof which used a waste generator for heating and a hamster wheel for electricity. His prize was to be one of Cardiff's mascots at The FA Cup Final.

Sam's Dad, Matthew, said, "We had a great time and were very well looked after. Sam'll remember it for a very long time."



T's and C's update

We've updated our Terms and Conditions for our SME customers. We're writing to our customers now to let them know. For full details of the changes, please see our website - [click here](#).

Want to find out more?

To subscribe to receive this quarterly newsletter electronically, please send an email with your name, email address and company name to: consultantbulletin@eonenergy.com or complete the form in the Energy Consultants section of our website.

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