

Business

Keeping you up to date with our latest business developments



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

We've announced a number of exciting changes at E.ON, all designed to make it easier for you to do business with us.

- To strengthen our brand awareness, on 3 December 2007 Powergen and E.ON Energy were re-branded as E.ON.
- Supporting this transition, we ran our first ever TV adverts for a business audience launching our EasyGreen product.
- New SME broker products 'Access' and 'Access plus' have been successfully trialled and will be launched in early 2008.
- Our new automatic commission payments system completed testing. Rolling out in the next month, it will bring you advantages such as speedier payments, online access to commission statements and will remove the need for you to produce invoices.
- We're setting up a dedicated commission payments team, responsible for the verification and payment of all commission invoices across the whole of our B2B business.
- Following a successful trial, SmartBilling was launched in October.

If you would like additional information then please contact your Account or Relationship Manager. Alternatively, please email consultantbulletin@eonenergy.com



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Hello E.ON

In November 1989 Powergen was born - the same month that the Berlin Wall came down, Disney released *The Little Mermaid* and *New Kids on the Block* were at number one. And we also got our own number one - the first company to sponsor a TV programme in the UK - the ITV National Weather bulletins.

Within a short period of time Powergen became a leading energy supplier to the I&C market, for both electricity and gas.

In July 2002, E.ON bought Powergen. We gradually introduced the E.ON name into our communications over the years and on 3 December 2007 we made the move from Powergen to E.ON.

This move demonstrates E.ON's commitment to the UK market. E.ON is the world's largest investor-owned power and gas company, and customers will benefit from being part of a larger supplier with a pan-European perspective and expertise. Our customers will receive all of their communications addressed as E.ON from 3 December 2007.

EasyGreen

On 22 October 2007 we launched our green product for businesses - EasyGreen. For every unit of electricity used by our EasyGreen customers, we will match it on the national grid with a unit from a renewable source (wind or hydro).

In addition, we also offset the carbon emissions generated by the equivalent amount of 'brown energy' through our alliance with Climate Care.

Why? Because whilst business customers can currently claim zero emissions from a renewables contract under DEFRA guidelines, the actual energy they use daily is not 100% renewable or free from carbon emissions. By offsetting, EasyGreen customers can be sure that they really are making a difference.

E.ON is a leading UK and European provider of renewable energy sources. It is:

- a global leader in planned wind farm investment and owner and operator of one of the UK's leading green generation businesses
- already one of the largest developers, owners and operators of wind farms in the UK, with 21 wind farms located from Cornwall to Northern Ireland and plans to invest more than £1 billion in renewable energy sources over the next five years
- developing one of the world's largest offshore wind farms, right here in the UK.

Initially EasyGreen will only be available to specific types of SME and corporate business customers consuming under 10GWh annually.

New E.ON Corporate Centre

Over the next few months we will be moving all of our B2B Corporate sales activities to one location, which we expect to deliver significant benefits to all of our corporate customers.

The new B2B business centre is being established adjacent to the current UK head office at Westwood Business Park in Coventry. All B2B corporate sales and customer service activities currently operating in Coventry and Ipswich will be relocated within the next few months.



Smart bills

In October we launched SmartBilling for businesses with over 50 sites. SmartBilling offers the ability to measure consumption trends using a Smart Meter.

The Smart Meter provides businesses with improved energy management by giving reliable and accurate billing based on remotely collected meter reads. This further understanding of energy usage can also help meet targets in the reduction of CO₂ emissions. The meters also provide two way communications, making it simple for them to be updated.

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