



Case Study:

MAN Truck & Bus UK Ltd

- *energyTEAM* helped Man Truck and Bus manage their energy purchasing strategy for 18 additional sites they acquired responsibility for in 2007
- *energyTEAM* reviewed the position and managed the portfolio to a common end date saving the client in excess of £200,000 on energy expenditure across their portfolio

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energy T E A M 
total energy management



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Company overview

MAN Truck & Bus UK Ltd is part of the widely recognised international engineering company MAN SE. The MAN Group has a diverse and reputable product portfolio including Commercial Vehicles, Diesel Engines and Turbo Machinery.

MAN has been providing transport solutions for truck operators in the UK for over 35 years it has a turnover in excess of £540 million and is a major investor in the UK economy.

MAN Truck & Bus UK Ltd employs almost 1000 people in its operation. The Dealer Network is a unique combination of wholly owned and private capital franchises which provides over 60 dedicated service and support points across the country also accounting for a further 2,000 jobs across the UK.

Situation

energyTEAM have been handling the procurement for Man Truck & Bus UK Ltd since 2003 and over the years have helped them significantly reduce their energy spend as well as working with them to organise and research the best energy purchasing strategy for their organisation.

In 2007 MAN Truck and Bus UK de-centralised their purchasing strategy resulting in them taking on the energy procurement responsibilities for 18 additional sites.

At this stage, the main challenges MAN Truck and Bus UK faced were that all the sites were on different contracts with different suppliers and having various renewal dates. In addition, some of the sites were not in a contract resulting in high "out of contract" energy prices. This made co-ordinating any sort of energy purchasing activities very time consuming.

Solution

Once energyTEAM were given the procurement responsibility of all the new sites, it was ensured that all the sites were placed on a contract to stop Man Truck and Bus UK paying high out of contract rates.

energyTEAM also made certain that all the sites had the same contract end date which would make the process much easier to organise.

Results

Once the new contracts for each of the new and current sites were sourced, energyTEAM saved Man Truck and Bus a total of £211,866 on their energy expenditure across the portfolio.

Tracy Lister, General Manager of Man Truck and Bus UK, commented:

"With so many different energy contracts being available to an organisation of our size choosing the right energy contract can be a bit of a minefield. energyTEAM's managed to keep a complicated process as simple as possible whilst providing us with friendly and efficient customer service."



If you would like to find out how energyTEAM can assist you with the legislation and regulations please contact us on:

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