



To boldly manage your energy like no one has before

E&C's international team of **energy entrepreneurs** helps you become "the energy market expert who protects the company from energy prices volatility and saves a lot of money" instead of "the girl/guy that buys energy for the company".

We work closely together with our clients to produce tailor-made consultancy advice that takes your energy procurement to the next level applying a set of highly specialized **boutique consultancy services**:

ENERGY CONTRACTING	ENERGY MARKETS	ENERGY DATA MANAGEMENT
ENERGY TRADING	ENERGY CONTROLLING	SUSTAINABLE ENERGY MANAGEMENT

Together with E&C, we gradually **improve our maturity in Energy Procurement** across Bombardier (Aerospace and Transportation). They support us in optimizing our energy procurement step by step. Having started with one location, we are now collaborating in 8 countries in Europe and North America and there is more to look forward to. - Özgür Oklap, Global Category Lead at Bombardier.

For a client active in automotive with an energy consumption of 75 GWh on electricity and 32 GWh on gas, we achieved **yearly savings of more than €330.000**. The first step in this process was setting up a **global procurement strategy** and switching to a single-point-of contact, a global procurement manager. Together with our contact we evaluated every single site and succeeded in several **contractual improvements**. Next to better price formulas, we also bundled smaller connection points in one contract switch allowed us to switch away from fixed price to multi click contracts with full flexibility.

E&C detected we were paying reactive energy payments. By **analysing invoices** and discussions with engineers, they found out that this was due to capacitors being set up on the wrong connection points. This saved us 60.000 euro per year. - Client active in food manufacturing

WHY E&C?

1

TAILOR-MADE RISK MANAGEMENT

Energy procurement solutions that fit the specific financial needs of your company.

6

CLIENT PROXIMITY

Each consultant is assigned a limited number of clients, ensuring their availability when needed.

2

PROFOUND STRATEGIC ANALYSIS

We make sure we understand your business before we help you buy energy.

7

EFFICIENT CONSULTANCY PROCESS

With a focus on what you pay us for: adding value to your business.

3

PRO-ACTIVE ADVICE

You can be sure we'll call you when action is required: Share. Think. Act.

8

FLEXIBILITY OF EPOINT

A tailor-made portal for you to view the information that matters most.

4

HIGHEST INDEPENDENCE

Our supplier code of conduct guarantees better negotiation results.

9

GLOBAL MARKET ANALYSIS

Because energy markets don't stop at borders.

5

OBJECTIVE MARKET ANALYSIS

We acknowledge the unpredictability of the market and focus on fundamental trends.

10

INTEGRATED INTERNATIONAL APPROACH

Creating the global context for successful local action. Global perspective – local presence.

350 customers that have an annual energy spend of 3 Billion euro.

E&C has a customer fidelity rate of 98%.

Visit us at www.eecc.eu

