

## CASE STUDY

### PARTNERING TO INNOVATE – LEVERAGING VALUE FOR ALL



#### Partnering to Deliver Maximum Client Value

**Business Challenge:**  
Partner to deliver enhanced innovation & offerings to joint clients

**Products:**  
AM&T, All Waste & Demand Reduction & Energy Generation

**Savings & Benefits:**

- Full estate review
- Certainty of a deliverable long-term incremental strategy
- **Typically 20%-30% overall savings**
- Allows Partner organisation to deliver more of its offerings too



#### PARTNERING APPROACH:

- Together with strategic partners we develop a repeatable approach to jointly enhance & deliver offerings to existing clients of the partners
- Typically desk & site based assessment of as-is, current initiatives and potential to-be; full cost & business case analysis
- Full pareto of the possible interventions, by time, scale, benefit & cost over a 1 to 15 year period; Aimed at leveraging more value for all
- All process, energy consumption, waste & energy sources included
- Consulting-led approach; Programme managed for Clients
- Full energy analysis performed, including baseline metering
- Wide-ranging series of interventions recommended, AM&T driven
- Full end-to-end financing available; Full turnkey solutions available, include outsourced EPC & ESCO arrangements; one-stop supply chain



Packaged Energy Solutions Limited  
288, Bishopsgate London EC2M 4QP  
t: +44(0) 207 959 3066 w: packagedenergy.com

