

Commercial Energy Solutions (C.E.S) saved Jack Wills Ltd  
£137,088.00 in 2009.

Achieved through procurement, invoice validation rebate and data  
cleansing.

## About Jack Wills Ltd (inc. Aubin & Wills Ltd)



Jack Wills Ltd is a leading clothing and homeware chain targeted at university students. Initially founded in 1999, Jack Wills Ltd has now expanded to 41 stores in UK, 2 in Ireland and 3 in U.S.A. This was further supported by a 'spin-off' brand Aubin and Wills launched in 2008, aimed at a maturer consumers (age above 25) who may have recently graduated. Whilst demand for their products continues to increase, its success and expansion continues globally.

## Task – Invoice validation, Data cleansing, Dispute management and Rebate

### **Overview and efficiencies achieved**

The objective of report is to give Jack Wills Ltd. an overview of the progress made by Commercial Energy Solutions (C.E.S) with regards to Jack Wills's Energy portfolio

As industry specialists we understand the benefits of a well structured and managed energy portfolio

Our well developed relationships with suppliers allow us to offer you competitive rates.

With our experience and industry expertise we can offer informed advice and a reliable and efficient service

Initial savings have been found mainly through data cleansing

These results are based on 80% of Jack Wills's portfolio

Issue	Example	Annualised savings
Uncontracted sites	Bicester	£1268
	Chester	£9421
	Covent Garden	£1959
	Exeter	£3301
	Ealing	£2264
	Gunwharf	£2009
	Harrogate	£4020
	125 Kings Rd	£1553
	72 Kings Rd	£4632
	Nottingham	£1526
	Norfolk	£2662
	Leeds	£4693
	Winchester	£2492
	Reigate	£1623
	Westbourne Gr	£5215
	Wimbledon	£8082
	Bestway (Unit 1/2/3/5)	£3831
	Chase Rd	£14,600
	Westbourne Gr (Gas)	£867
	Chase Rd (Gas)	£2787
Unit 1cWestwood (Gas)	£1364	
Reigate (Gas)	£571	
Backdated sites	Chester	£6622
	Covent Garden	£230
	Chase Rd	£23,212
	Westbourne Gr (Gas)	£58
	Unit 1cWestwood (Gas)	£114
	Reigate (Gas)	£23
Rebate	Chase Rd (Gas)	£21,889
Debt/payment resolution	Chase Rd (Gas)	£4198
<b>Aggregated cost efficiencies</b>		<b>£137,088</b>

## **What C.E.S Intends to do Going Forward**

Continual data gathering and cleansing  
Identify more savings  
Establish effective and timely data & information flow between Jack Wills Ltd, C.E.S and Suppliers

## **Manage risk through tendering strategy**

Obtain sharpest prices  
Actively time points of entry for booking contracts  
Create risk managed portfolios; different contract lengths and suppliers.

## **Monitor and Control**

Ensure correct VAT, CCL and KVA  
Centralise billing  
Validate invoices

## **Reporting**

Mutual updating process  
Maintain clear communication channels between CES and Jack Wills Ltd.

## **The C.E.S Advantage**

C.E.S has one dedicated and one part time industry specialists managing and maintaining Jack Wills Ltd energy portfolio

C.E.S manages risk through basket tendering, recognizes points of entry into market for booking contracts and manages portfolios to mitigate against risk

C.E.S reduces our client's workload by overseeing and managing data and information flow between our client and utility suppliers

