



**‘Focus on Peterborough – Energy Service Company,
investment from British Gas, Collective Switching and
more’**

**John Harrison, Executive Director, Strategic Resources, Peterborough
City Council and
Andrew Bacon, Director, British Gas Business Services**

**Renewables and climate change advisory group, Wednesday 15
May 2013**

2 years ago...

What's happening at the moment.....A LOT

- that's not co-ordinated
- that does not link into a lot of the councils core policies and strategies
- of resources
- lack of prioritisation
- conflicting priorities
- **missed opportunities to make real difference**

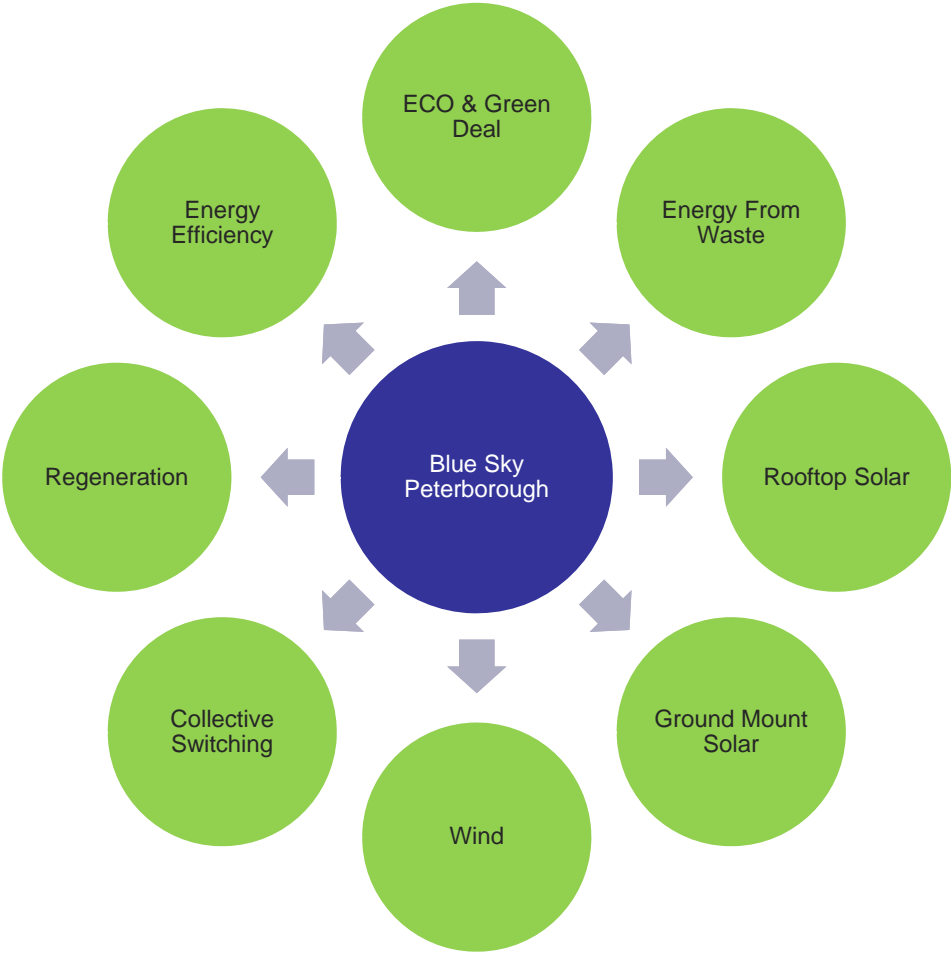
I WANT AN ESCO!



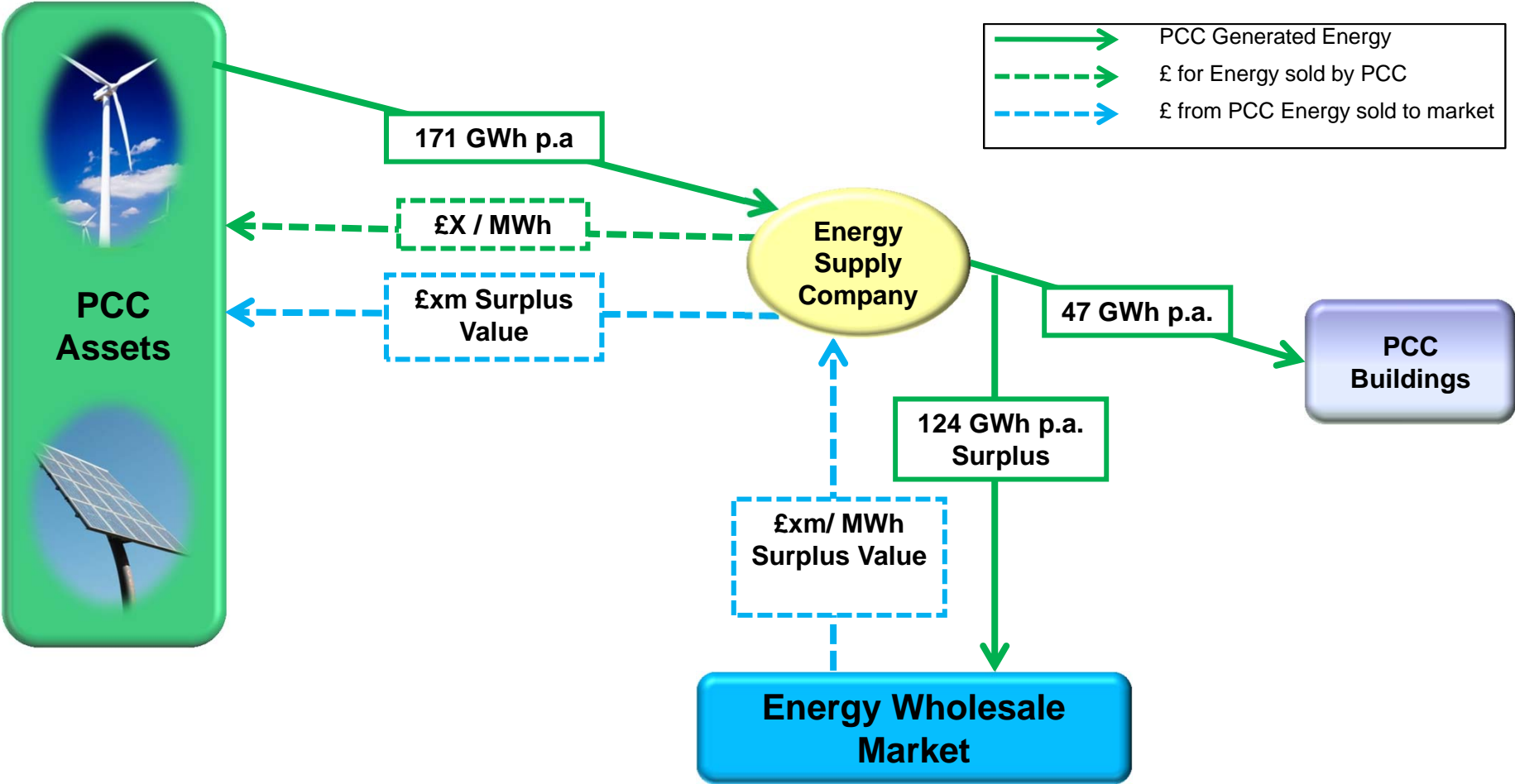
Peterborough City Council - Strategic Context

	Current	Future
Strategic Direction	Environment City	Environment Capital
Tactical Development	Net Consumer	Net Generator
Operational Deployment	ESCo	Micro-Utility
Contractual Definition	Customer	Central Purchasing Authority

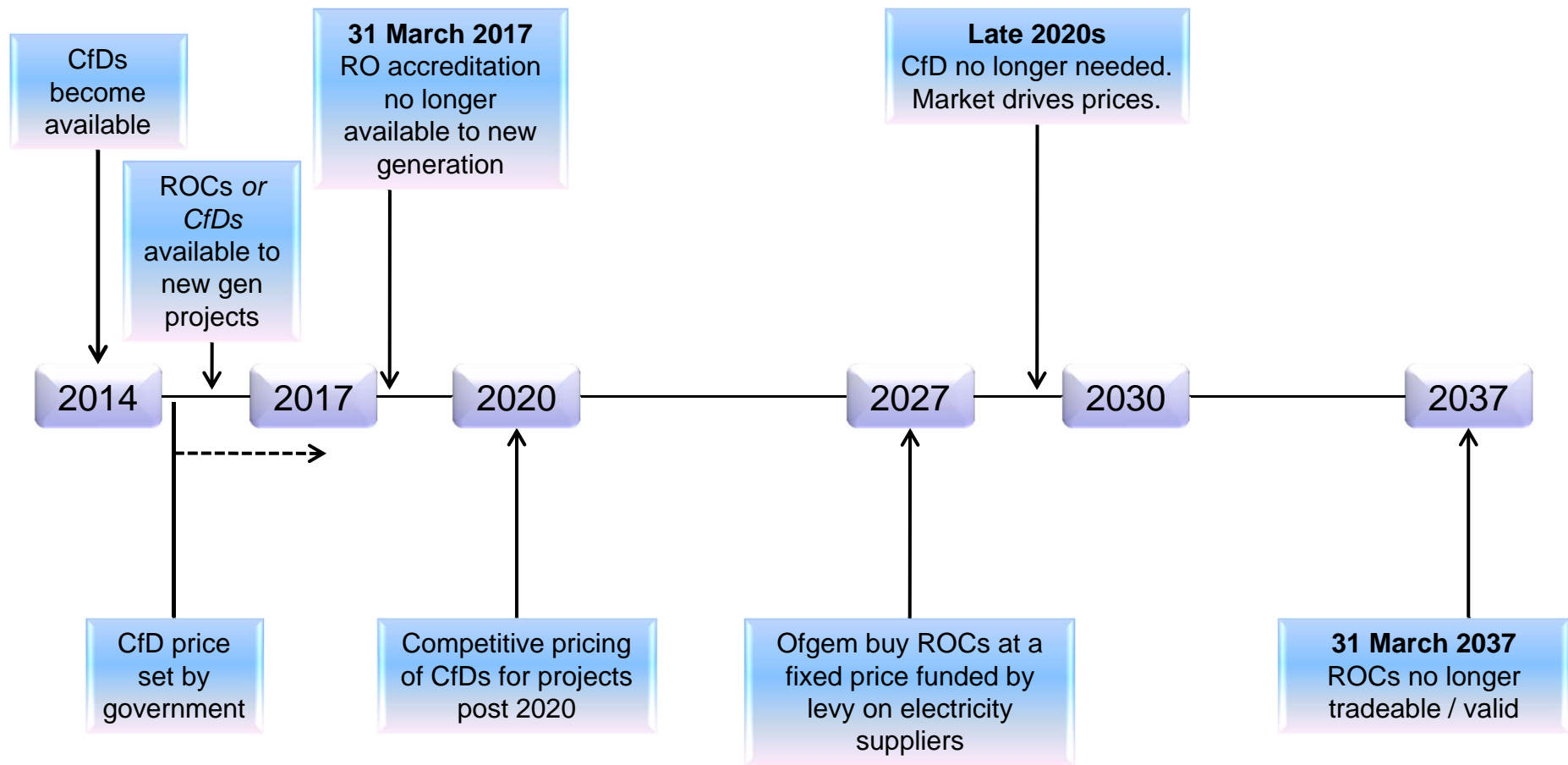
ESCO Scope



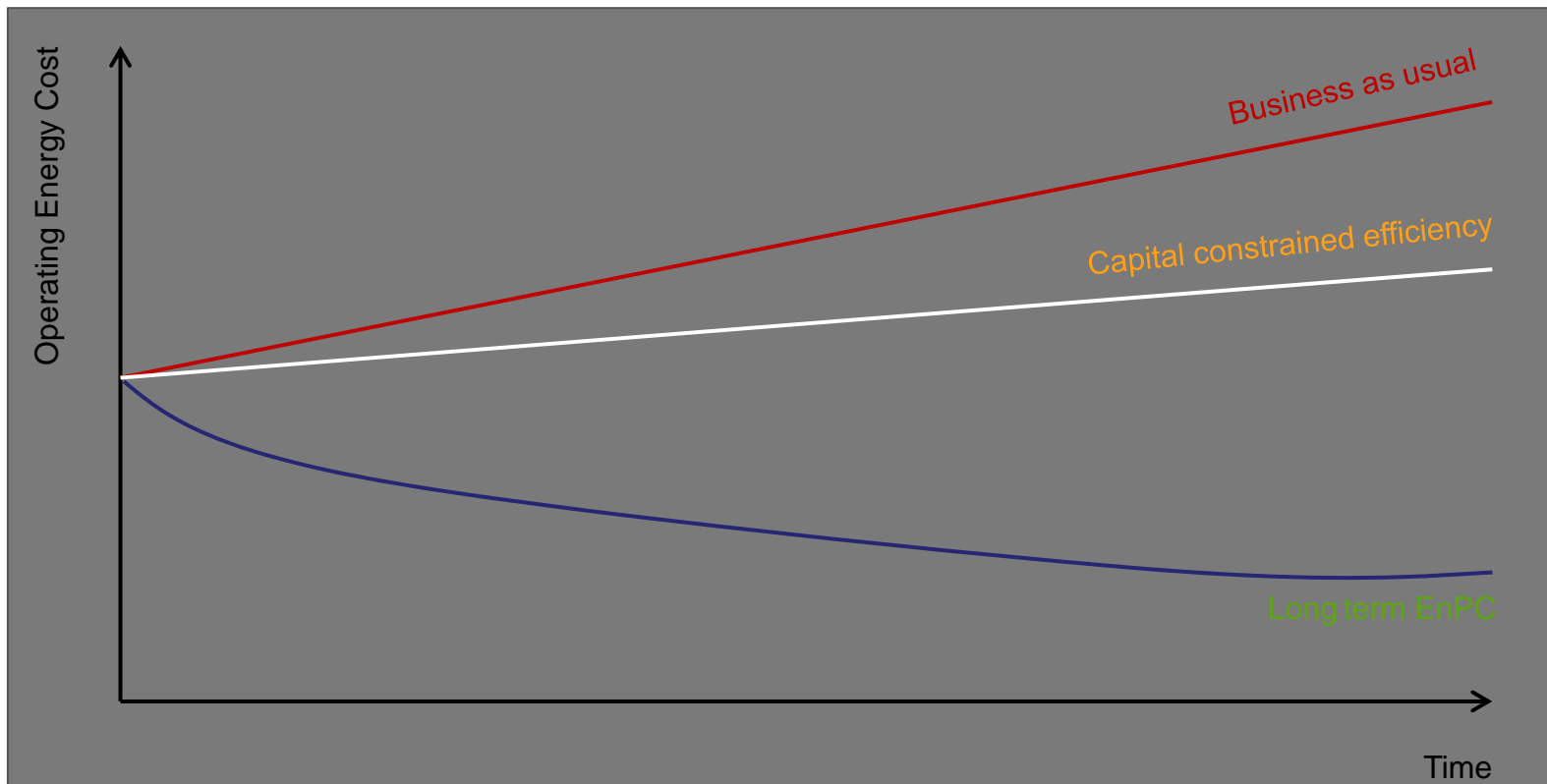
Supply and Sell Model



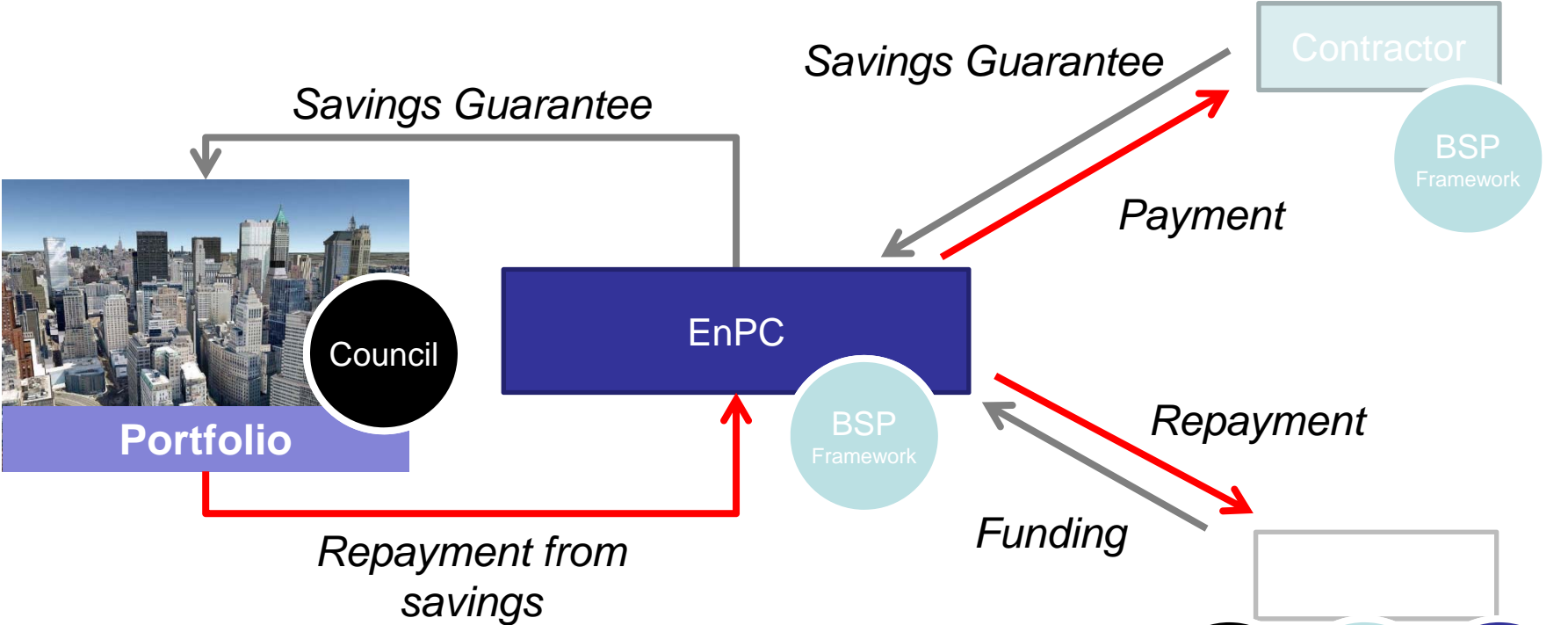
Transition from ROCs to CfDs



ENPC: STRATEGY

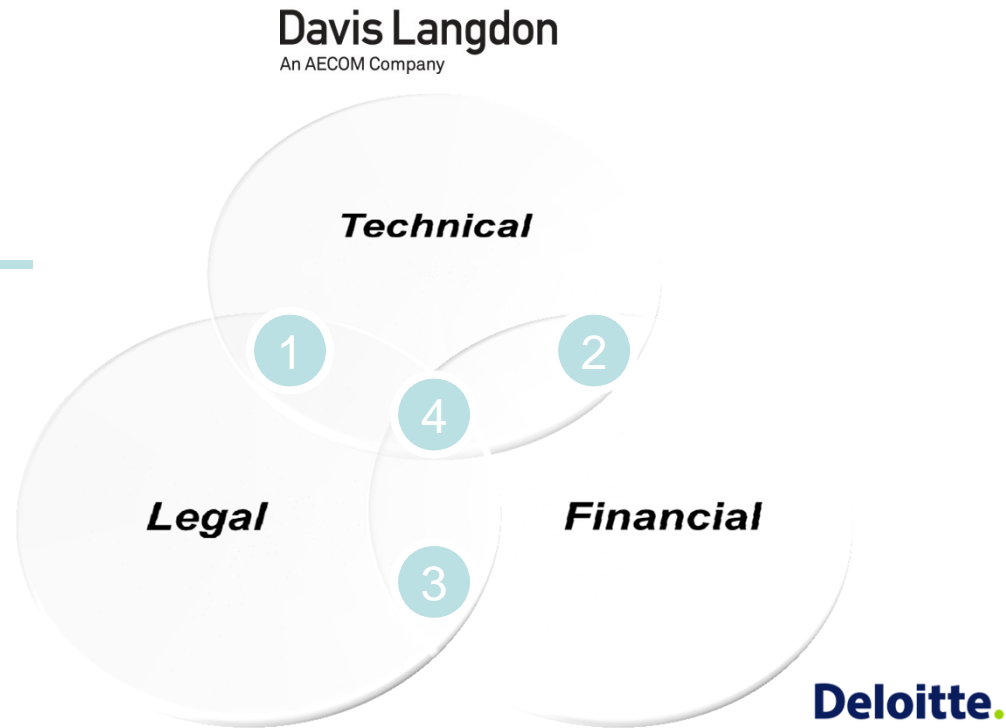


BSP & Other Council Example – EnPC



Converting “opportunity” to “project”

- 1 *Compliant*
- 2 *Bankable*
- 3 *Structured*
- 4 *Commercialised*



Collective Energy

- Get benefits out to community
- Benefit from aggregation
- Green or dirty?
- Fuel Poverty
- SME competitiveness

How does switching work?

- Councils sign up to the switch
- Councils engage with community
- Individuals sign up an EOI
- Switcher hosts website
- Switcher engages with suppliers
- Switcher runs reverse auction
- Switcher sends out offer letters to individuals
- Switcher pays part of fee received from energy supplier to council for every switch

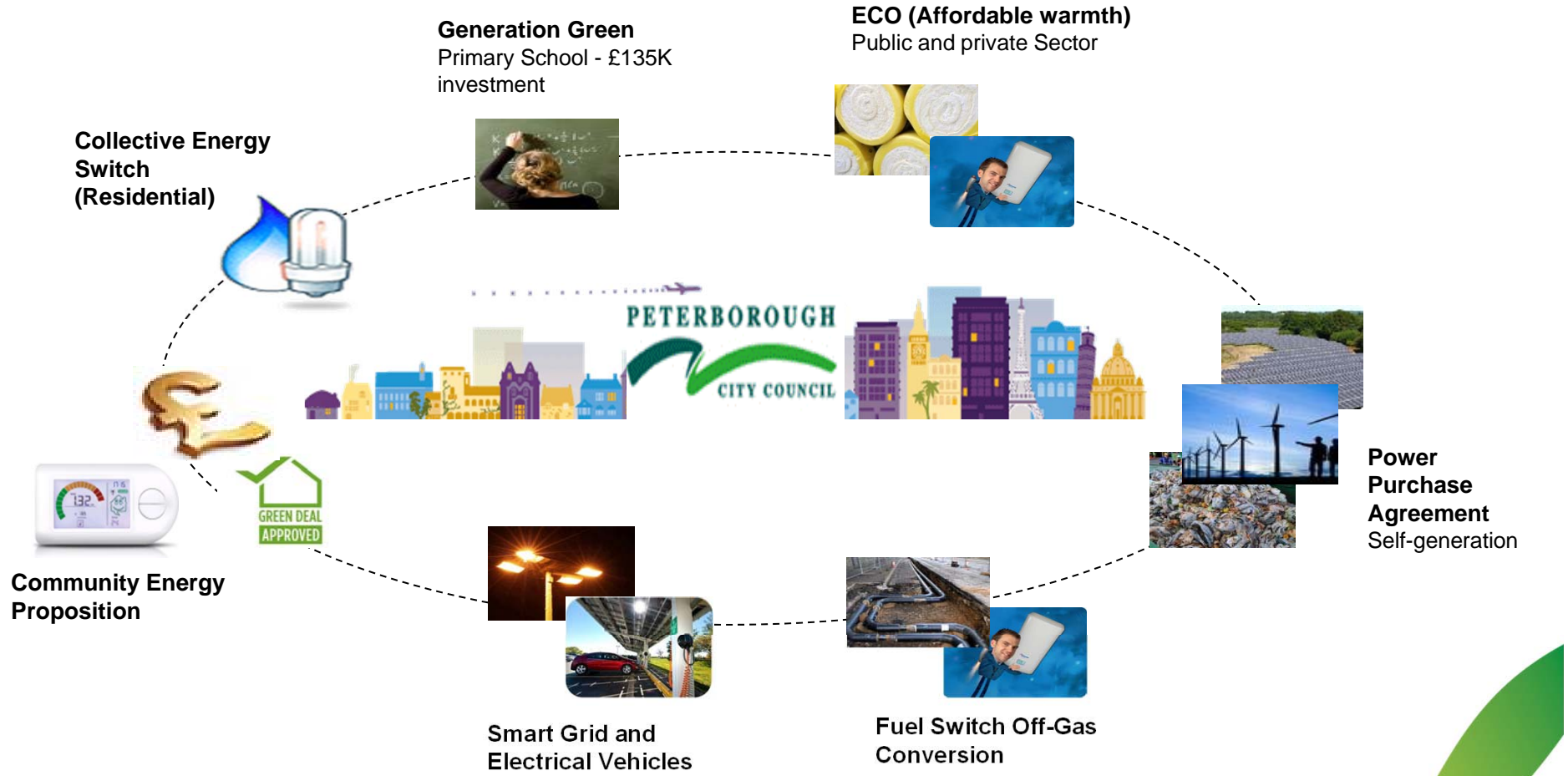
The next auction – June 4th



Area-Based Energy Programme



“LA residents gain from £20m ECO deal”



Contact



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