



PCMG have added real value to Tesco in this process



Tesco



95% of our clients rate their business relationship with PCMG better than that with other recovery audit companies

PCMG Customer Survey 2009



Why does my organisation need an audit?

Over the last ten years businesses have witnessed enormous changes in the Electricity & Gas Markets. Most noticeably we have seen the demise of the 'local' supplier, resulting in the splitting of Distribution and Supply Companies into separate markets and ownership.

This means the majority of energy supply contracts contain chargeable elements that your energy supplier is collecting on behalf of the supply chain. With no financial benefit to the supplier, there is little incentive to verify the accuracy of these additional costs.

And the outcome? A proliferation of charging errors and inaccurate pass-through costs. Costs that businesses are paying! In our experience, **ALL** electricity suppliers are now raising some invoices incorrectly.

1 in 5 sites have been billed incorrectly in the last 6 years - this is why your organisation needs an audit.

Why PCMG?

Our maxim - businesses should not pay for services they do not receive or costs they are not liable for;

- Maximising recoveries
- Over 16 years proven expertise
- Independent from all suppliers, we receive no commissions from services we procure on-behalf of our clients
- Powerful, proprietary technologies
- Multi-disciplined colleagues
- Minimal disruption to your business
- Sensitive to, and effective managers of, your supplier relationships
- Paid on a contingent fee basis



What Can PCMG do for you?

Our expertise far exceeds that of our competitors – a fact borne out by the success we have in auditing clients who have previously used energy brokers, bill validation services and even alternative profit recovery consultants.

Our proprietary database of utilities pricing history covering the past 10 years enables us to research and verify overcharges over considerable time periods. For larger locations which typically have bespoke supply chain agreements, we have uncovered several instances of “hidden” incorrect charging, revealed following detailed analysis of Distribution Network Operators’ (DNO’s) charging structure.

Our experience dictates it is often possible to build a business case for both ongoing and retrospective amendments to the DNO’s basis of charge.

Our reviews have identified many deficiencies in the billing systems of supply and distribution companies and established numerous industry precedents.

The Distribution Network Operators often re-introduce legacy changes as a result of our findings. This experience is invaluable when it comes to obtaining the maximum financial benefit for our clients.

We always work with our clients to understand these requirements and tailor our approach to accommodate them – from the scope of the audit to how we engage and negotiate with suppliers, our clients remain in-control.

What is the Process?

- Step 1** A **Pre-Project Meeting** to scope our service for you.
- Step 2** **Data Acquisition** – a secure and simple process from any accounting system. We typically examine the last 6 years’ transactions and associated contracts.
- Step 3** **Analysis and Identification of potential recoveries** – what could we find for you? Personally presented and fully explained.
- Step 4** **Validation and Approval** of potential recoveries – are these real? Are you happy for us to recover them for you?
- Step 5** **Recovery** – to you in the form of cash, a BACS transfer, a credit note...
- Step 6** **Final Report and Recommendations** – an outline of where our discoveries were made with recommendations to protect your profits in the future.

About PCMG

- Founded in 1993, PCMG employ over 40 cross-sector technical experts with an average tenure of 7 years+
- Over 4,000 successful organisations have chosen PCMG to deliver cost consultancy including 55% of the FTSE 100
- Currently working on behalf of more than 500 clients
- Realised cost savings for clients in excess of £150m – the largest single refund being in excess of £5m - with over 500 ‘claim-types’
- Part of the Alma Consulting Group – the European leader in Cost Reduction Operational Consultancy, employing over 1,500 people across 10 countries