



Proposition series
January 2018

Powering the Future

Drive your business vision forward





Driving your business vision forward

As the pace of market and technological changes accelerate, their effects are being felt in every organisation in every industry. Traditional business models are being rewritten. Digital disruption, the interconnected global economy and expectations from shareholders to customers for businesses to be sustainable and deliver business growth, are impacting organisations across the board.

But while this adds to the pressure of doing business, it also creates opportunities for those prepared to grasp them. Energy is providing organisations with opportunities to grow in new and innovative ways.

We can give you the insight and innovations you need to meet these challenges, partnering with you to ensure energy will power your business now and in the future.

Energy strategy is business strategy

Most organisations are still looking at energy through the lens of cost, compliance and reliability. Energy has traditionally been seen as a constraint, but the key to seeing energy as an asset is the development of a detailed energy strategy. This helps organisations take control of their power, futureproof their business and support their business vision by finding new sources of value, advantage and sustainability.

With new energy technologies and the rise of distributed energy solutions, progressive organisations are already finding and exploiting the untapped opportunities within their own energy usage. By being more energy-agile, they are transforming energy into competitive advantage.

Centrica Business Solutions can help you take a long-term view of your energy strategy to identify and capture these opportunities. Our investments in emerging technologies provide access to innovative energy solutions. Our broad array of energy skills, expertise and managed service options transform how effectively you use energy. These all deliver tangible benefits and become key assets to your business to support new growth and sustainability initiatives – across all territories.

Powering the Future – solving key challenges

- How do you build a future-focused energy strategy?
- How do you stay on top of new developments in a rapidly evolving energy market?
- How do you deploy energy solutions to support growth opportunities?
- How do you realise a sustainable energy strategy?
- How do you expand into new territories quickly and efficiently?
- How do you maintain product and service consistency across multiple sites?
- How do you ensure that energy is supporting your business vision?

35%

Percentage of respondents with a formal energy strategy who see competitive advantage, revenue and efficiency opportunities as a result

Source: Centrica research Nov 2017

Powering the Future – five benefits for your business

Drive a growth-oriented energy strategy

We can support your long-term growth objectives with a comprehensive distributed energy plan that evolves with your business. Our expertise in energy transformation, structured approach and insights into the future of energy markets will help support your growth and

How we can help

- We will work closely with you to understand your business goals and apply our experience within the rapidly changing energy market
- Our consultation-led approach will help develop an energy strategy that helps you capitalise on energy transformation opportunities
- We will share our points of view on the energy market with you through Power Perspectives – our thought leadership series on current and future energy trends

Build leadership through sustainability

We have the end-to-end energy solutions and expertise to help you address your organisation's sustainability challenges and help you to satisfy stakeholder expectations, strengthen your brand and demonstrate your industry leadership.

How we can help

- Our expert advice, insights and analytics solutions help improve energy sustainability and identify carbon reduction opportunities. Low-carbon and renewable technologies include Combined Heat and Power (CHP), Solar, LED Lighting and Battery
- Demonstrate the effectiveness of your sustainability programmes to customers, employees, shareholders and regulators with our Environmental Reporting capability

Enable your business expansion

We can help bring together your energy infrastructure and solutions across multiple sites and territories, making it easier for you to capitalise on opportunities for growth by delivering a consistent range of energy solutions.

How we can help

- We can provide essential guidance to support your expansion strategy through our extensive knowledge of local energy markets around the world
- Our global/national footprint enables easier access to new markets
- We can reduce the complexities of your energy management and standardise your processes and technologies by being your single supplier

Unlock opportunities through innovation

We work at the leading edge of the energy industry and continually invest in emerging technologies, making us the ideal partner for helping you access innovative energy solutions and ideas to identify new revenue streams and prepare for the future of energy.

How we can help

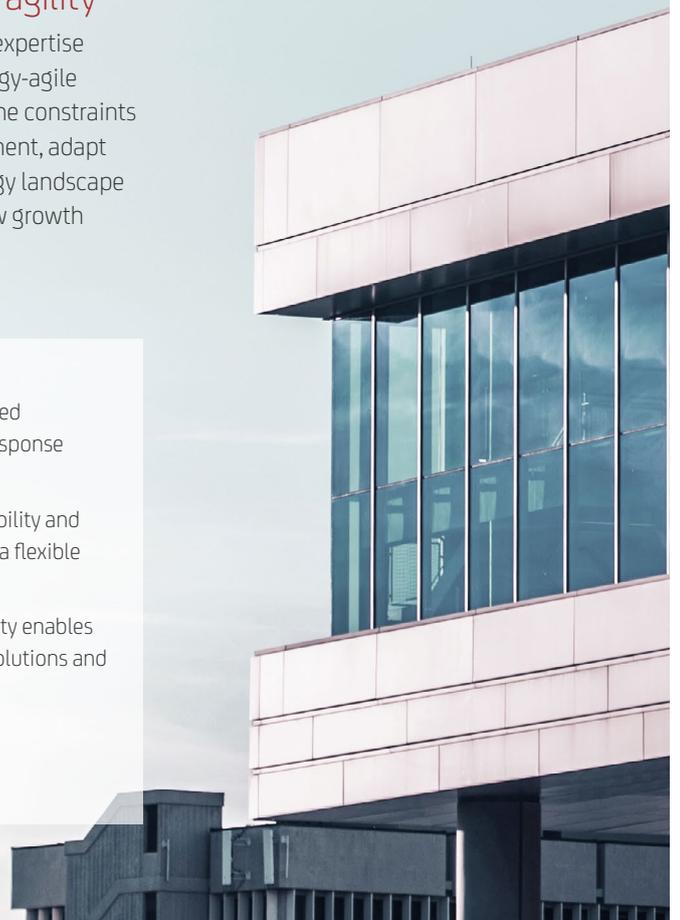
- Benefit from the leading-edge thinking and transformational innovations emerging from our incubation and acceleration of new energy technologies
- Our expert account and engineering teams can share the insights from our innovation programmes to help you to identify new business opportunities
- Access a broad eco-system of innovative technologies and ideas through our partnerships with leading technology vendors

Power your business agility

Our end-to-end solutions and expertise help you to create a more energy-agile organisation that transcends the constraints of traditional energy management, adapt quickly to a transforming energy landscape and respond with speed to new growth opportunities.

How we can help

- We design and deliver tailored solutions to enable faster response to business needs
- Our managed services capability and breadth of skill sets provide a flexible use of resources
- End-to-end delivery capability enables faster deployment of new solutions and infrastructure



Why Centrica Business Solutions

Breadth of portfolio

Our comprehensive energy solutions portfolio, end-to-end delivery capability and use of innovative technologies make us a powerful single supplier solution. We can deliver market-leading solutions that help you to meet the energy and sustainability objectives of your organisation.

Industry and technical expertise

As thought leaders in world energy market trends and developments, we have an innovation programme that incubates and accelerates new technology. Our global workforce of energy experts combine their exceptional knowledge with insightful vertical expertise to develop effective long-term energy strategies for our customers – with the end-to-end capabilities to deliver managed services. We provide the experts so you can stay focused on your business.

Global player in the energy markets

All our customers benefit from the unmatched insight into regulatory environments and market structures that we gain from our global footprint. Centrica works with enterprise customers as their single supplier in multiple markets throughout the world and occupies market-leading positions in several national markets, including the US and Europe.

Financial stability and de-risked financial proposition

We're a leading player in the global energy industry. As a FTSE100 company with a £28 billion annual revenue and a proven provider on numerous energy solution frameworks, our financial strength allows us to invest in the very latest innovations and market-leading technology.



Discover more opportunities for Powering the Future within your current energy system by visiting: centricabusinesssolutions.com

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