

Business gas consumers burn £2 billion off their bottom line.

- Specialist business energy switching sites claim to encourage competition, but in reality as much as 75% of the business channeled through these sites goes to the same limited group of suppliers.
- Many switch comparison sites tend to highlight only a few options where they have a commission relationship with the supplier and the comparison sites.
- Other options can be harder to find, yet full savings can only be realised when comparing all options for business gas: in which case there are potential savings to UK businesses of over £2 billion.
- This relates to 20% off the typical small business gas tariff.
- Switch comparison sites make their money through commission payments. Smaller energy suppliers may choose not take on this marketing overhead, in preference for keeping costs low to their customers.

“Businesses are paying significantly more every year for their gas than they need to because of limited or misleading information available through some well known business energy comparison sites”, says Zafar Nicod from www.xcelenergy.co.uk - one of the smaller independent gas suppliers in the UK.

We carried out a comparison and found a big difference in prices being offered for the same business address. Some of the well known comparison sites use brokers who do not compare all suppliers, but instead choose from a select few who pay good commission.

During a typical search, most of the best known business energy comparison sites, such as uswitch.com; ukpower.co.uk; moneysupermarket.co.uk; and gocompare.com, routed calls to a broker called ‘Make it Cheaper’, who came out as one of the most expensive when compared to what was on offer for the same address from other sites.

Examples:

A business using 116,000 kWh annually would be paying around £500 more per year if they went through Money Supermarket; Go Compare; Uswitch; or UKpower, than the best offer on the market.

A higher user, such as a Nursing Home using 500,000 kWh annually, would be paying over £2,000 a year more for their gas.

confused.com and comparethemarket.com listed amongst the best prices in the market.

The following comparison was carried out on 3rd March 2015, using the same business address and based on 116,000 kWh.

Prices through Energy Switching Sites

Price from moneysupermarket.co.uk; gocompare.co.uk; uswitch.com; and ukpower.co.uk - who use the broker 'Make it Cheaper'.

Estimated annual consumption (EAC): 116,000 kWh

Supplier	Contract start - end date	Standing charge	Unit price	Annual spend (based on EAC quoted above)
Gazprom	2nd May 2016 - 1st May 2018	65 p/day	2.376 p/kWh	£2,993.41
CNG	2nd May 2016 - 1st May 2018	0 p/day	2.67792 p/kWh	£3,106.39

The rates quoted are at the discretion of energy suppliers and as such can change at any time. However, they will be secured and guaranteed as soon as you agree your new contract with us.

We know gas isn't your favourite subject, so let us take care of everything from now on. This is what we'll do next:

- 1** Secure your rates and confirm them with you. Easy.
- 2** Get in switching gear and make sure everything's set up properly.
- 3** Keep you posted with our progress and tell you when your contract goes live.

And here's the other brilliant stuff we'll do:

We'll always have your best interests at

We'll contact you at the right time, every

Price from comparethemarket.com

Meter type: STD No. of Price Plans: 23




Gas: 116,000 kWh

Results including VAT & CCL Payment type: [v]

All 1 year 2 years 3 years 4 years 5 years

Price plan name	Estimated annual cost	Estimated monthly cost	Contract end	
Xcel Energy Gas 1 Year	£2,470.80 Standing charge: 0.00 p/day Unit rate: 2.13 p/kWh	£269.70 Payment method: Monthly Fixed Direct Debit	1st May 2017	Switch now More details
daligas Daligas One Fix Saver 16	£2,548.45 Standing charge: 17.14 p/day Unit rate: 2.14 p/kWh	£277.47 Payment method: Monthly Fixed Direct Debit	1st May 2017	Switch now More details
GAZPROM ENERGY 1 year fixed rate Standard	£2,780.77 Standing charge: 213.00 p/day Unit rate: 1.73 p/kWh	£300.70 Payment method: Monthly Variable Direct Debit	1st May 2017	Switch now More details
GAZPROM ENERGY	£2,872.77 Standing charge: 65.00 p/day	£309.90 Payment method:	1st May 2017	Switch now More details

Prices from confused.com

All	1 year	2 years	3 years	4 years	5 years
Price plan name					
Estimated annual cost		Estimated monthly cost		Contract end	
Gas 1 Year					
 Business Gas Supplier	£2,470.80 <small>Standing charge: 0 p/day Unit rate : 2.13 p/kWh click to see calculation</small>	£270.00 <small>Payment method: Monthly Direct Debit</small>	1st May 2017	Proceed online	Proceed by phone
				More info	
Daligas One Fix Saver 16					
	£2,548.45 <small>Standing charge: 17.143 p/day Unit rate : 2.143 p/kWh click to see calculation</small>	£278.00 <small>Payment method: Monthly Direct Debit</small>	1st May 2017	Proceed online	Proceed by phone
				More info	
1 year fixed rate Standard					
	£2,780.77 <small>Standing charge: 213 p/day Unit rate : 1.727 p/kWh click to see calculation</small>	£300.70 <small>Payment method: Monthly Variable Direct Debit</small>	1st May 2017	Proceed online	Proceed by phone
				More info	

Zafar Nicod from xcelenergy.co.uk says: “It pays businesses to shop around and not rely on just one comparison site. Potential savings are significant”.

Contract details

Xcel Power Limited
 Longley Lane
 Spondon
 Derby
 Derbyshire
 DE21 7AT

Tel: 0333 600 1036
 Fax: 0333 600 1037

Email: zaf@xcelenergy.co.uk
 Website: www.xcelenergy.co.uk