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.

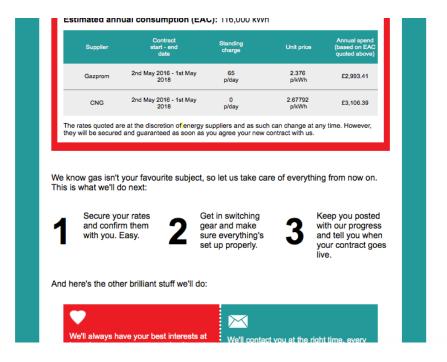
A higher user, such as a Nursing Home using 500,000 kWh annually, would be paying over £2,000 a year more for their gas.

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

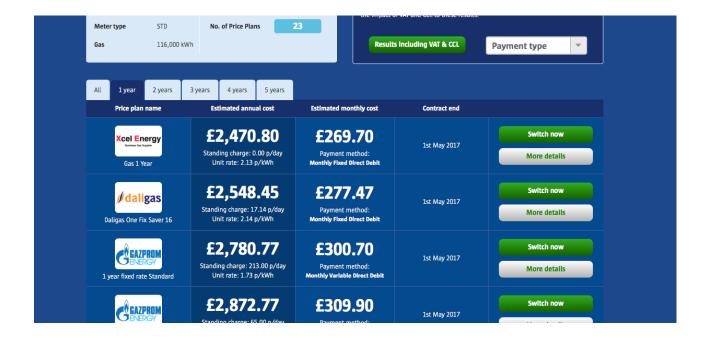
The following comparison was carried out on 3rd March 2015, using the same business address and based on 116,000 kWh.

Prices through Energy Switching Sites

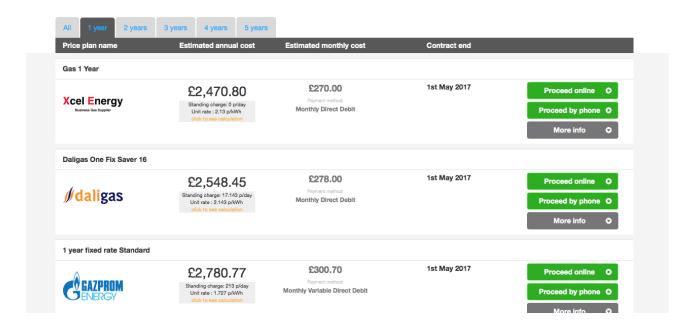
Price from moneysupermarket.co.uk; gocompare.co.uk; uswitch.com; and ukpower.co.uk - who use the broker 'Make it Cheaper'.



Price from comparethemarket.com



Prices from confused.com



Zafar Nicod from <u>xcelenergy.co.uk</u> says: "It pays businesses to shop around and not rely on just one comparison site. Potential savings are significant".

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