



[ PUTTING OUR ENERGY INTO YOUR BUSINESS ]

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### Foreword from our CEO

*“At Circle Green we focus on solving challenges faced by our clients. We develop practical, impartial and ethical outsourced solutions to address energy, carbon and water issues, improve business efficiency and lower emissions for the benefit of our clients, stakeholders and the environment.”*

*Ian Porter*

## Company Overview

Circle Green is one of the UK's leading independent names in the world of commercial energy, water and management systems services in both private and public sectors. With a combined experience of over 30 years and a team of highly experienced professionals, we continue to be proud of helping our clients manage risk whilst achieving profitable sustainability with our “one-team” approach.

Our business activities are undertaken with passion and commitment as well as the highest business integrity and professionalism expected by our clients. We treat your challenges as our own and are proud to support the efficient operation of any business through trusted long term relationships.

Circle Green provides value through process-driven energy and water management, strategically delivered under contract as a bespoke managed service.

We align professional management systems with our bespoke energy and water managed services to provide comfort in the fact that our unique structured approach delivers results. This means that we focus on our strengths allowing you to focus on what is important to you...

*Your Core Business.*

## WATER MANAGEMENT

With the water market deregulating in 2017, our clients have been receptive to our new-to-market water performance contract services. We work alongside existing maintenance providers and utilise our Enerlyse platform to measure, benchmark, validate and reduce water consumption with no client exposure to capital investment.



## ASSET OPTIMISATION

Our clients have been surprised by the level of savings that we can achieve by simply optimising existing building assets.



## ISO TRANSITIONING

We are supporting many organisations with the transition of their ISO 9001 and 14001 management systems to the latest 2015 revision. If no transition is made by 2018 businesses run the risk of losing their certification.



## INSIGHT

In recent months, we have been putting our energy into engaging with our clients to create solutions to address challenges they are faced with, now and in the near future. Here's an insight into some of our recent client activities...

## DISPARATE SYSTEMS CONSOLIDATION

Our clients have told us that a considerable amount of time is spent analysing data from different systems. We streamline this process by consolidating their information on a single platform.



## DYNAMIC RESPONSE

The market for Dynamic Response is on the horizon. We are supporting clients to achieve two way real time control of building assets as the starting point to access this new market.



## RENEWABLE ENERGY RESILIENCE

Balancing the threat of shortage in supply against reduction in incentive schemes requires constant tracking. Being able to supplement renewables with battery storage to provide low carbon resilience to your business is an exciting new proposition.



# The Energy Circle

by CircleGreen.



The Energy Circle by Circle Green is a continuous visual of best practice for the management of energy and water. This process-driven approach has been developed to ensure excellence in delivery of our strategic managed services to our clients.



## One Team

Energy management is **not** a role, it is a function, and profitable sustainability can only be achieved when delivered by a team of industry experts. This is why Circle Green have the best-in-class skills embedded within our business with expertise spanning across the entire energy spectrum. Shown overleaf is an overview of our capabilities...



## ENERGY MANAGEMENT

- Reduction Strategies
- Resilience Assessments
- Outsourced Energy Manager
- Energy Managers Assistant
- ESOS compliance
- Utility Connections & Procurement
- Mandatory Carbon Reporting

- Analytics & Interrogation
- Benchmarking
- Financial & Consumption Reporting
- Intelligent alerts
- Sub-Metering
- Real-Time Data access
- Bill Validation
- Market Trends and Analysis
- Integrated Building Connectivity

## DATA & ANALYTICS



## MANAGEMENT SYSTEMS

- Integrated Management Systems
- ISO 9001:2015 – Quality
- ISO 14001:2015 – Environmental
- ISO 50001:2011 – Energy
- ISO 44001:2017 – Collaboration
- Transitioning & Annex SL



## PERFORMANCE MANAGEMENT

- Estate Optimisation
- Stakeholder Engagement
- Behavioural Change Programmes
- Bespoke Training Modules
- On-line Education Portal
- Continuous Performance Improvement

## CAPITAL PROJECTS

- Capital Project Procurement Planning
- Project Procurement Support
- Tender Process Management
- Funding Analysis
- Power Purchase Agreements
- Supplier and Project Management
- Measurement & Verification IPMVP
- Water Performance Contracting



## TECHNOLOGY & INNOVATION

- On-site Generation Technologies
- Renewable Generation
- Demand/Dynamic Response Support
- Smart Building Systems
- Emerging Technology
- Battery Storage



## OUR CLIENTS

Circle Green provides services to a variety of markets. Overleaf is a snapshot of some of the industries that we are proud to serve...



AIRPORTS



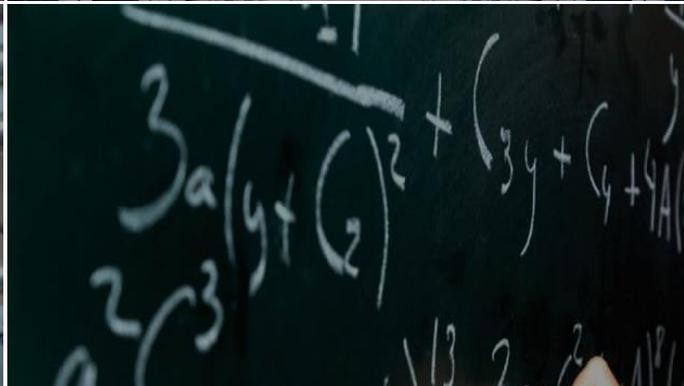
TELECOMS & DATA CENTRES



HOTELS & LEISURE



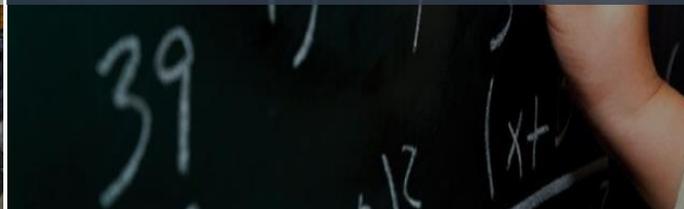
PROCESS & PRODUCTION



EDUCATION



RETAIL





**Ian Porter**

Chief Executive Officer

*“ My general focus day-to-day is centred around the future business growth of Circle Green. I’m always in my element though when talking to new and existing clients about their business challenges and understanding where we can add true value through our outsourced energy management services.*

*What I find exciting right now is the progress that our team has made with the development of our unique value proposition for when the water market deregulates in April 2017. I am pleased to be having some great conversations about these services with our clients.”*



**Stuart Kirk**

Chief Operating Officer

*“ In addition to the general operations and business management of Circle Green, I am currently focused on energy efficiency and load reduction projects for our clients. Looking at low-cost, practical and sustainable measures such as load balancing and existing asset optimisation to reduce energy, water and maintenance costs through our Enerlyse platform.”*



**Keith Hamlyn**

Chairman & Director of Quality

*“ The introduction of risk-managed business systems under the latest revision of ISO standards has released companies from having to follow defined practices. I am really excited to be working with our clients to reduce risk in their day-to-day business operations and improve margins by eliminating activities that do not contribute positively to the bottom line.”*



**Gareth Dauley**

Chief Commercial Officer

*“ With the rules changing, market uncertainty and performance constantly in flux, it can be challenging for some businesses to fully grasp the ever-evolving energy industry. I am currently helping drive revenues for our clients in the demand response and storage markets where my expertise has enabled organisations to earn new income streams, pinpoint opportunities and strategize for the future.”*



We always strive to be...

INNOVATIVE  
COLLABORATIVE  
**ENGAGING**  
UNIQUE

[ Our commitments to  
our Clients,  
Colleagues and  
Partners ]

We operate with...

INTEGRITY  
**TRANSPARENCY**  
PROFESSIONALISM  
PASSION

We deliver...

RESULTS  
**SATISFACTION**  
EXCELLENCE  
QUALITY

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