

'Energy Consultancies should look to help SMEs to become aware of the energy industry and how it works' says Louis Fairfax, CUB UK Managing Director.

Eight out of ten small businesses say energy companies ignore their needs data found in a poll conducted by the [Federation of Small Businesses \(FSB\)](#).

With two thirds of small firms finding it difficult to switch energy supplier due to unclear notice periods, complicated contract terms and the speed of switching being a drawn out process.

CUB UK, an energy consultancy based in Cambridgeshire, help to discuss the positives of energy consultancies and how SMEs can benefit.

With energy being an increasing cost on businesses, having an understanding of what's included in a bill is important as well as identifying solutions to problem areas to further reduce your spend, whilst also knowing what businesses can do to further reduce costs a difficulty when identifying solutions to problem areas.

However, SMEs can learn a lot by acting like large companies who have a dedicated energy manager by getting the help of energy consultancies who can manage everything from getting in competitive prices from an extensive range of competitors, to making sure renewals are managed effectively.

Holly Redden, SME Account Manager at CUB UK, discusses the approach they take with their clients:

'When we receive an enquiry from a potential customer, we start by discussing what they want to achieve as a business and look to find the right package for them; whether that be a procurement only package where we find the most competitive price in the market or a performance package which looks at streamlining a business's energy consumption.'

The packages offer customers an insight into what they can achieve with the tools that each package provides. The CUB team also offer full support with dedicated account managers who manage businesses issues; from billing queries to switching suppliers.



What you also get with most consultancies is access to several suppliers, meaning you can find the most competitive price with little effort.

By using consultancies SMEs can avoid the task of searching suppliers for prices, whilst gaining better understanding of the markets. Some consultancies can also offer the addition of an energy management company who can look at a business's infrastructure to find further savings.

With small to medium businesses looking to fight back against growing costs to their organisation, the support of consultancies is an option worth considering.

Please find the full story here: [EastLife](#)