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MJ Utilities

TAKE CONTROL OF YOUR BUSINESS ENERGY SPEND

✔ Save time ✔ Save effort ✔ Save money

MJ Utilities is a leading energy consultant / broker with a large and varied portfolio of clients both in the north and south of Ireland. We offer a no-obligation review of your business energy bills which will identify potential savings that you may benefit from.

A review for one client identified over £14k in over-charges from their energy supplier

We have helped businesses:

- That had been overcharged
- That were on incorrect tariffs for their type of business
- That had unknowingly been entered into 'rolling' contracts
- That had incorrect contract rates applied, resulting in refunds

"Following a visit from Paul I welcomed the opportunity for MJ Utilities to review my energy bills. I had two contracts in place for another year and a half, however they were able to renegotiate two new contracts without me being penalised with early exit fees. Because of their help I will now benefit from savings of around **€25,000.00**. I would have no hesitation in recommending MJ Utilities to any business looking to review and reduce their business energy costs"

Tonylion Farms Ltd, Co. Cavan

Since 2015 MJ Utilities has been the approved energy consultant of **The NI Federation of Clubs**

"I would certainly recommend MJ Utilities. We found Mark to be professional and very helpful. We had never contemplated an energy broker previously however we will most certainly use their services again. With their help our club will now benefit from significant savings on both our electricity and gas bills"

Falls Bowling and Lawn Tennis Club, Belfast

“MJ Utilities have been looking after our energy requirements now for a number of years. We would most certainly recommend MJ Utilities to any business wishing to reduce their energy spend”

Crusaders Football Club, Belfast

From 2015 MJ Utilities has been managing the energy contracts for Lavery ltd.

"Owning two sizeable premises, I had believed that we were paying competitive rates for our electricity. It was suggested that I contact MJ Utilities and we are glad that we did. We were very impressed with the proposal offered by them. It was **a very efficient and trouble free process**. I would have no hesitation in recommending their services to any business as **a hassle free way of securing your energy requirements**"

Lavery ltd. Belfast

“We’re in a contract. There’s nothing you can do for us” NOT NECESSARILY…

Case Study

Kirkistown Castle Golf Club

MJ Utilities is the approved energy consultant for the Northern Ireland Federation of Clubs. James saw our ad in ***The Club Review*** (the official journal of the federation) and decided to get in touch. He explained that the golf club had two meters on site and both were in contract for another 18 months. With our help and using our relationship with the supplier, we were able to enter the club into two new contracts on better rates. The Golf Club benefited from savings of just over 15% on their previous spend.

“I’m certainly glad that I picked up the phone and rang MJ Utilities. Without their help the we would have been haemorrhaging money unnecessarily for the following year and a half. I found them very professional and very easy to work with and would happily recommend their services”

AND IF YOU DO HAVE A CONTRACT IN PLACE, IS IT THE RIGHT ONE FOR YOUR BUSINESS?

Fixed term ? - Variable ? - Tracker ? - Pass-through ? - Rolling ?

Case Study

St. Mary's CBGS Belfast

We were given the opportunity to quote for the school but had also been advised by the Director of Corporate Services that there were two other brokers obtaining pricing for him also. Once we had obtained our best prices we forwarded them to Donagh for his consideration and to compare against the other quotes he had obtained.

When we obtain prices from suppliers they remain valid for a short time, then they have to be refreshed. This is due to changes in the wholesale market.

Due to a very busy work schedule Donagh hadn't been able to get back to us for a while and in the meantime our offer had expired. I contacted him to explain this and to advise him that I had requested new pricing. To be fair I suggested that he contact the other two brokers and have them do the same. MJ Utilities are happy to have won the contract and were advised that indeed on both occasions our prices were the cheapest of the three quotes.

"I'd have no hesitation in recommending MJ Utilities to any business. **The process was made very simple and everything was very transparent**" **St. Mary's CBGS Belfast**

How do we do it?

We have agreements in place and work with every major electricity & gas supplier in the country to make sure you get the best deals.

Think of it this way…

- Smaller businesses will often get a raw deal when it comes to energy prices. Larger businesses benefit from lower prices due to the higher consumption.
- We give suppliers the opportunity for dozens of accounts every month, however they must compete for the business.
- Competition is a good thing. It means margins get lowered, resulting in better prices for you.

How do we get paid?

Other energy brokers may tell you they offer a 'free' service; that they receive their commissions from the energy suppliers therefore it doesn't cost you a penny. To a certain extent this is true however… unfortunately there is no such thing as a 'free lunch' so we're very transparent as to how these commissions are received. Here goes..

1. Fixed Fee: a one-off fee is paid to us by the supplier for signing new business with them or retaining business.

2. Commission: a small 'uplift' is added to the unit price/s that we negotiate for you. For example: A business is paying 18p per unit of electric. We negotiate a new unit price of 14p per unit. Within this 14p the supplier has their margin, and we have a commission. The result however is the supplier acquires new business or retains a client, we earn a few quid in commission and you get a better deal. Everyone's happy!

- Wholesale Cost
- Delivery Costs
- Customer Service
- Green Levies
- VAT
- Suppliers Profit Margin

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- **Commission**

Another string to our bow…

MJ Utilities work with companies that may be able to help reduce your business expenditure further.

Companies that specialise in:

- **LED Lighting**
- **Thermodynamic Hot Water Systems**
- **Solar PV & Battery Storage**
- **Power Factor Correction / Voltage Optimisation**
- **Telecoms – mobile, landline & broadband**
- **Merchant Processing Services**
- **Wireless Heating Control Solutions**

If you would like any information on any of these products & services please ask.

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