

Press Information

PRIVATE SECTOR COMES TO THE AID OF PUBLIC AUTHORITIES WITH £75 MILLION ‘RAPIER’ INITIATIVE

23 June 2010 –NESS UK Limited is today announcing the availability of a new £75 million programme specifically aimed at helping Local Government reduce energy costs and carbon emissions in the face of Central Government cut backs. The new initiative, to be known as ‘Rapier’, will provide a resource of energy saving technologies for gas, electricity, oil and water for installation by Local Government organisations. Rapier follows a similar initiative for the NHS launched in February of this year.

The NESS Rapier initiative is unique within the energy industry. It means that suppliers of energy saving services and technologies will be able to deliver their solutions without any commitment of capital resources by their prospective Local Government customer. Up to £75m of supplier energy saving solutions, which include all equipment, management tools, staff training and consultancy, will be provided by NESS and delivered to the Local Government under the NESS Share™ programme.

Launched in 2009, NESS Share™ provides the use of energy saving solutions in return for a minor share of financial savings. Suppliers using NESS Share™ ensure that savings are sustained using web based monitoring, support and maintenance.

“NESS Rapier couldn’t be more relevant and to the point with today’s inevitable budgetary cuts in public spending” states Cliff Winckless, CEO of NESS UK Limited. “Energy use is a large unavoidable cost, but any reduction

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that can be achieved means more money available for other uses. Using technologies through NESS Share™ an Authority can save over 30% without any capital outlay. The Public Sector's annual energy spend is over £3.8bn, so there's a potential £1bn to be saved. And the faster solutions are installed, the more savings are made."

Energy saving not just good for the environment, it's a vital way of funding other projects for cash strapped Public Authorities" he adds.

Suppliers and Local Government Authorities wishing to apply for energy saving under the new Rapier Initiative should in the first instance download the application form from the NESS website <http://www.ness.uk.net/forms/PA/pa.php> . or email rapier@ness.uk.net for more details.

Ends

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Editorial notes

Background

Over 80 Local Government organisations are using programmes similar to NESS Share™ for Information Technology solutions and services. In the energy marketplace, the energy cost savings can be quickly achieved and cut costs from day one. The combination of Rapier and NESS Share™ means that up to £75 million of energy saving equipment and services are available to Local Authorities at no net cost to themselves.

NESS UK Limited

Ness UK Limited was formed in partnership with Intelco Limited, a leading specialist consultancy with over 20 years' experience in providing subscription services for the Information Technology Industry. Around 200 new customers take out subscription agreements with Intelco each year and range from small businesses to multi-nationals Public Authorities and Government bodies. Banks in particular use subscription.

IT has traditionally been a marketplace for subscription for two main reasons, the first being fast developing technology and the second, cost savings. Subscription customers have the flexibility to upgrade and exchange, so keeping their IT capabilities up to date. IT projects normally are implemented to increase efficiency and cut costs. Thus by using subscription, savings can be achieved without the need for capital investment.

Whilst the suitability for subscription services is already proven in the IT marketplace, NESS believes that it is even more relevant in the energy market as savings are immediate and easier to identify. New and better technologies are continually emerging and legislation is forcing action. NESS Share™ is a zero cost managed service for improved and sustained energy efficiency. The founders of NESS have between them some 30 plus years of experience in energy saving and building management systems. Together with Intelco, they developed NESS Share™, as described below.

How NESS works

Initially, a NESS consultant or a NESS supplier partner will conduct an energy efficiency audit which highlights areas for attention plus estimates of minimum and maximum savings that can be achieved.

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On proceeding, NESS, works closely with its partners and users to procure and supply, install and commission their equipment. There is no cost whatsoever for the user at this stage. Once completed, the energy saving solution is then available for use by the user, who will sign off that the equipment has been satisfactorily installed. NESS pays the suppliers directly. All support and maintenance services are provided by the suppliers under strict contractual terms.

Web based monitoring and control techniques play a vital role in managing the effectiveness of the energy saving solution and show savings being achieved. Using this web solution, it is possible to drill down to details of energy use if required, or have a summary overview of the whole establishment. Customer staff is trained in using this web solution.

NESS, together with its supplier partners, constantly reviews client solutions to see where more savings might be achieved. As suppliers introduce new technologies NESS can add these to users existing service schedule, removing any redundant equipment as necessary.

In all NESS Share™ schemes, web based online dashboards play a big part in giving visibility, control and management of energy saving and helps create energy awareness as part of its service.

NESS Share™

Organisations, whatever their size and business, have increasing pressure to reduce operating costs, cut carbon emissions and meet new Government and EU standards for energy saving and building efficiency. More and more technologies to gain better use of energy resources for heating, cooling and lighting are becoming available, but require significant front-end capital investment. In this time of recession, investment resources are limited, projects are harder to cost justify and the approval cycle takes months. To add to that, in the fast developing area of energy optimisation, purchased solutions quickly stagnate as new innovative technologies become commercially viable.

Having identified the need, NESS developed NESS Share™, a 'no cost' solution to enable organisations to have the issue of energy saving and carbon reduction lifted from their shoulders, simply by agreeing to share their financial savings with NESS. In NESS Share™ agreements, NESS provides the use of all the necessary equipment, management tools, hardware, software and staff training. It also provides fully bundled ongoing web based monitoring, support and maintenance. It is a genuine no cost solution, only savings.

Energy saving projects already underway may also be considered for the NESS Share™ Rapier initiative.

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