



capella

client success story

Building confidence while balancing cost, sustainability and risk.

 procure smart

It's time to get SMART.



A reliable partner for energy procurement, particularly for organisations looking to reduce costs without taking on additional admin.

We have been working with Procure Smart for around 3 years now to review our energy contracts across multiple sites and the results have been very positive.

They took the time to understand our setup as a charity and provided clear, tailored options without overcomplicating the process.

Communication has been professional and responsive throughout and they've been proactive in keeping us informed about market changes and opportunities.





**from uncertainty
to clarity**





capella

Capella is a registered charity that provides multiple crucial services:

Sleep Action is the UK's oldest sleep charity. Established in 1998, they have supported thousands of people to have healthy sleep.

Teens+ helps people with additional support needs to thrive. Providing support for as long as needed, they provide tailored learning, life and social skills.

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Through clear, straightforward guidance, Procure Smart helped the team understand the options, the risks involved and how different decisions would play out over time.

This **removed uncertainty** from the process and allowed us to take a measured, informed approach, rather than reacting uninformed to ongoing market pressure.

Christopher McShane,
Head of Corporate Services, Capella



Capella's situation

Capella was facing rising costs and a volatile energy market, where energy had become harder to predict and harder to control.

With multiple sites and differing usage, the situation carried real financial risk.

Bringing in Procure Smart provided clarity, giving the organisation a structured view of its position and the confidence to move forward.

it's time to get smart

Procure Smart is one of the nation's favourite business comparison and switching companies, headquartered in Sunderland.

With more than 40 cost reduction specialists and a suite of handy business tech, Procure Smart saves businesses money with fast, no-nonsense cost comparisons.

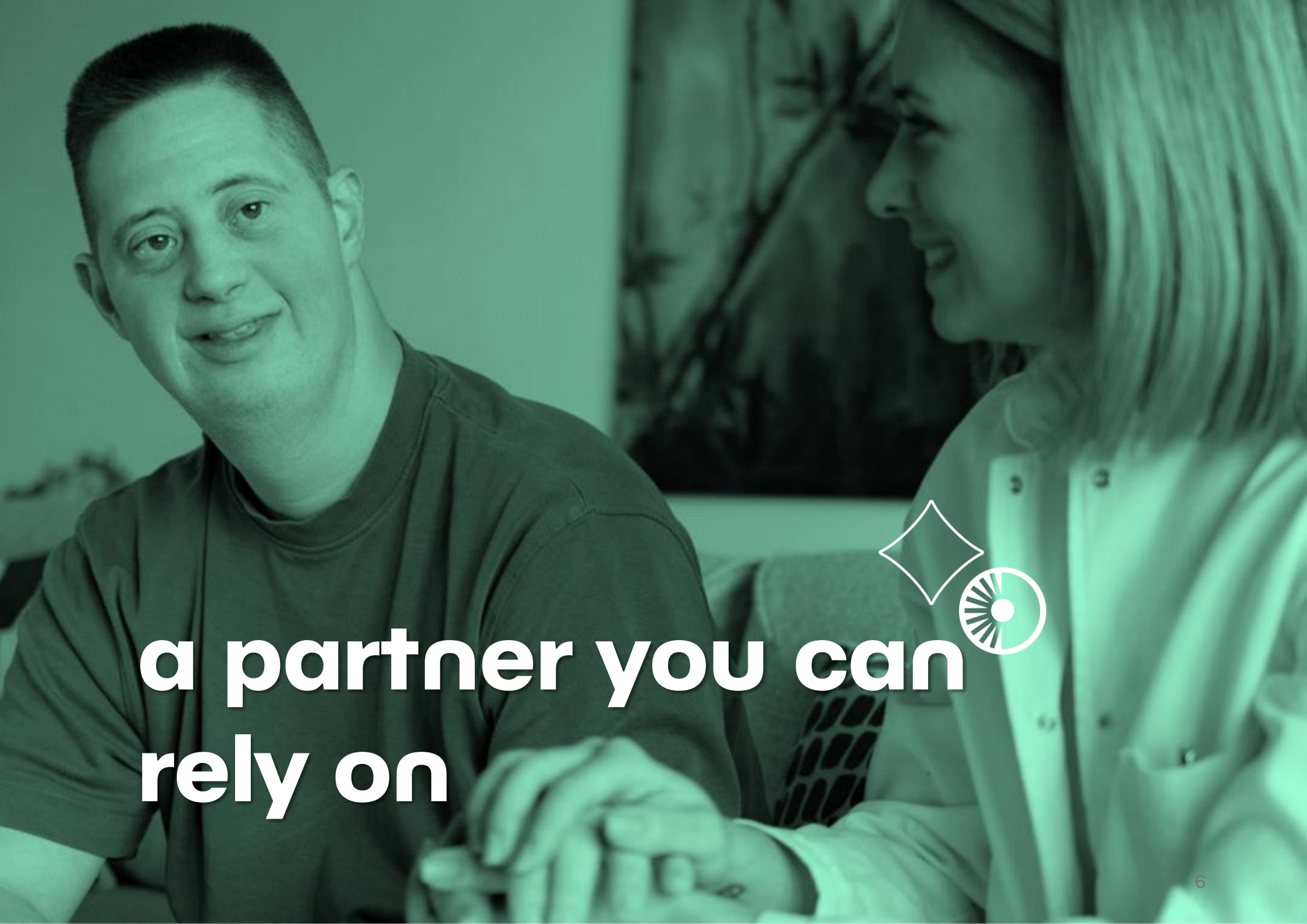
From gas and electricity to water, waste, payments and telecoms, Procure Smart can help firms of all sizes reduce their outgoing costs with time-saving market search tools and expert advice.

We offer free, quick, no-obligation time and cost-saving reviews.

Join our 2000+ customers and **get smart** today.

Our Charity & CIC portfolio

- 133 Charity & CIC customers, including Capella, HARP and YMCA.
- 500 sites and 600 procurement contracts managed.
- Within energy, we manage contracts for more than 62 GWh of energy consumption and more than £30 million of energy spend.



**a partner you can
rely on**





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It became clear fairly quickly that this wouldn't be straightforward. We have multiple sites and usage profiles, which made the overall picture quite complex. Alongside that, prices move quickly, and the risk of making the wrong call was significant. Given the financial and operational impact, we recognised we needed specialist support to navigate it properly.

Procure Smart stood out because of the **clarity and trust** they brought from the outset. Peter explains things in a way that makes sense and focuses on what is right for us, rather than pushing a particular outcome. It's genuine advocacy, and the team quickly felt comfortable that we had someone who understood both the market and the realities of our position as a charity.

Christopher McShane,
Head of Corporate Services, Capella

Team PS

Our experts live and breathe our SMART values:

s m a r t
sharp motivated adaptable reliable transparent

This ensures each client can rest assured that their costs are in safe hands, with professionals who are determined to support your firm in every respect.



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Excellent

✓ VERIFIED COMPANY

how we help organisations

Working with Procure Smart gives charities and CICs access to specialist expertise in navigating complex utility markets, something that can be difficult to manage internally!

Rather than relying on limited in-house understanding or going direct to suppliers, we provide a clear view of available options, market trends, and risks. This allows organisations to make better-informed decisions that balance affordability, sustainability goals, and long-term stability; critical for charities operating within tight budgets and increasing regulatory and environmental expectations.

A strong partnership with Procure Smart also brings ongoing support beyond the initial contract, helping organisations manage supplier relationships, resolve issues, and plan ahead with confidence. For charities and CICs, this reduces administrative burden and protects internal resources, allowing teams to focus on delivering impact rather than managing utilities.

Ultimately, reviewing utilities and services is less about finding the cheapest deal and more about securing the right outcome for each individual organisation. We are proud to offer a bespoke service to find the right solution for you.



In 2023, we took decisive action to become a founding member of the Energy Consultants' Association (ECA), along with other forward-thinking TPIs and energy sector players.

The ECA is committed to being a central voice for energy TPIs and protecting both their and their customers' interests. The ECA consult with Ofgem and the government regarding protections for businesses and increasing transparency in the sector.



Energy



Water



Waste



Telecoms



Payments



Renewables

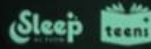




capella

Be the best you

Lasting change through learning
capella-charity.org



**a smarter position
for what comes next**



We worked closely with Capella to put a structured, long-term energy position in place that reduces their exposure to market volatility and supports more confident financial planning.

By clearly setting out the options, risks and timing considerations, we enabled the organisation to move forward with a solution that balances cost control with their wider sustainability goals. The result is a more stable and predictable approach to energy, giving reassurance across the organisation that this area is being managed strategically rather than reactively.

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We see Procure Smart as an ongoing partner rather than a one-off source of support. They've helped us balance cost control with our environmental goals and given us confidence in a complex area.

I would definitely recommend them to other charities who are facing similar challenges and need trusted, specialist support.

**Christopher McShane,
Head of Corporate Services, Capella**

At Procure Smart, we know life as a charitable organisation can be tough.

Thinking about running costs is not why you set up your organisation.

We can provide fast, transparent cost comparisons and handle all switching admin to free up time and help you do what you do best:

make a difference.



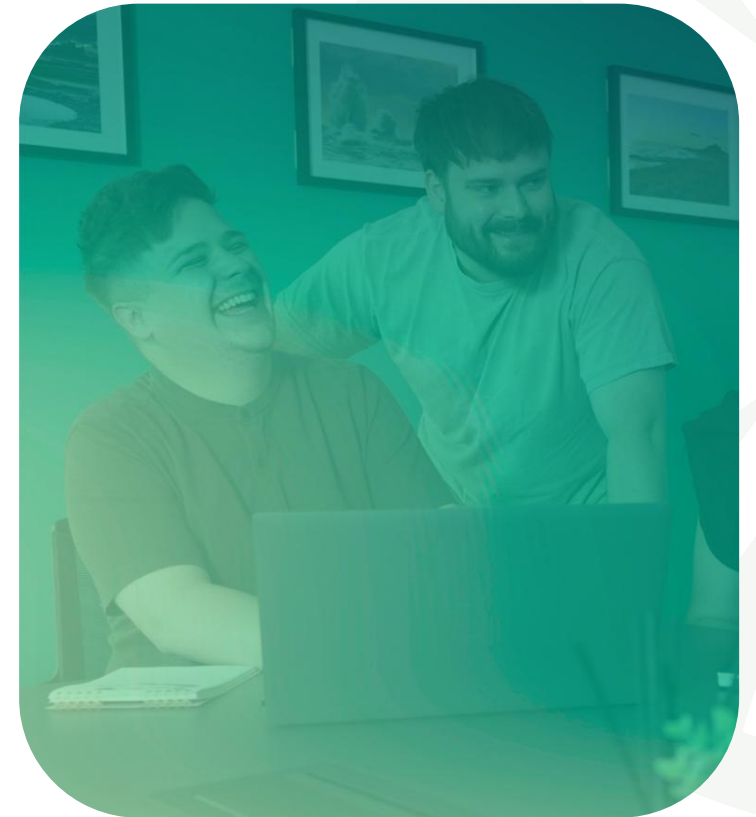
It's time to get SMART.

working with the best

A TPI needs to have a wide range of supplier relationships, and ours are second to none.

Obviously, customers want strong comparisons. But it's equally important to ensure that charities and CICs, who often face budget constraints, funding uncertainty and growing operational pressures, can be catered for.

By building personal relationships with suppliers in all of our service areas, our experts can help their customers wring every drop of value out of their deal and access prices they may otherwise have been excluded from.



Here are just a small selection of our supplier partners:



Get smart today:

info@procuresmart.com
0330 822 1681

> www.procuresmart.com

