



Canterbury BID FAQs

Who are ZTP?

ZTP are an Energy Management business with offices in the Canterbury BID area and London. ZTP specialise in managing energy contracts for organisations with multiple sites, some of which can be seen on our website.

How is ZTP charging for the service?

No fee is charged for the initial cost analysis, which will analyse existing contracts to identify opportunities for savings. Where a contract tender is provided, ZTP charge a commission to the energy suppliers, which is typically mitigated by savings achieved. BID levy payers will benefit from discounted commission levels compared to non-BID clients.

Isn't it cheaper for me to go direct to the energy companies?

In nearly all cases an energy broker will obtain better rates than an individual approaching energy companies direct, due to brokers having access to the B2B teams within energy companies, and approaching more suppliers in obtaining quotes.

Could the BID buy energy as a community?

This is a possible outcome, and ZTP have had initial talks with some energy companies confirming we would be able to obtain preferential rates through doing this, however to achieve this goal we would need to align the contracting dates of businesses in the BID area to achieve a significant volume of energy to tender. As many businesses will already be in contracts, we estimate the earliest date we could realistically achieve a large enough volume to tender is mid 2016, and so we would ideally look to align Levy Payers contract end dates to a date of 31st October 2016, which would allow a summer 2016 tender to take advantage of the seasonal through in energy prices.

What if I do not like the price offered by ZTP?

ZTP will provide a selection of energy contracts to choose from – it is up to the individual businesses which they select; there is no obligation to choose a ZTP contract offer and levy payers are free to contract independently.

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Are ZTP Energy Brokers?

Yes, but that is only part of our services. Our clients, including BID levy payers, have access to our own web based energy portal "trace" where consumption and billing information can be tracked, contracts are visible

and Energy Performance Certificates can be stored so that all your business energy information is available to you when you need it.

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We are a charity and pay lower VAT – can ZTP handle that?

Yes – we are aware of VAT and CCL exemptions for charities, churches, schools, and domestic areas of buildings, and will arrange the relevant paperwork.

Are savings guaranteed?

No, as that depends on how well you have previously contracted, and the overall cost of energy including increasing government levies. However ZTP saved 10.79% on average against current suppliers renewal quotes in the first half of 2014, and we have a track record of delivering savings on new engagements.

I already use a broker – why should I change?

ZTP are the only broker who has agreed to have their commission levels audited by the BID – Does your current broker offer an auditable transparent commission level? ZTP are also the only broker working to combine the volumes of energy used within Canterbury to provide a buying advantage as a community.

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