

Offer **energy services**
to your customers and
earn **industry leading**
commissions for your
business


opentrade
partner program



A woman with long dark hair, wearing a light blue short-sleeved button-down shirt and a black apron, is smiling warmly at the camera. She is standing behind a counter in what appears to be a cafe or coffee shop. She is holding a white ceramic mug in her left hand and pouring milk from a stainless steel pitcher into it with her right hand. In the background, there is a professional espresso machine with various gauges and handles. To the left, there are stacks of white coffee cups and some glassware on a shelf. The overall lighting is bright and warm. A large purple circle with a multi-colored border is overlaid on the left side of the image, containing white text. A green abstract shape is in the top right corner.

All your
customers
buy energy.
Help them
save money

The **OpenTrade Partner Program** provides partners with a comprehensive set of tools and services needed to help your customers benefit from the BAS Energy portfolio of services.

From energy procurement through to waste management, we provide our partners with the knowledge and support to provide the best service to your customers.

As a BAS partner, you will become part of our rapidly growing popularity as a leading provider of energy solutions, supported by the infrastructure, services and technology that we have as one of the UK's leading energy consultancies.

Why you should partner with us

With over 10 years of operating a successful partnership programme we have refined an industry leading suite of energy services fully supported by our dedicated partner team.



The secret of our success

- > Market leading commission opportunity
- > Quality of Service
- > Marketing
- > Leading technology solutions
- > Dedicated partner support
- > Capable of delivering to all market sectors
- > A more flexible way of working...

The OpenTrade Partner Program provides you with the ability to provide gas and electricity for your customers in a variety of ways.

We can do the selling or you can via our unique EnergyTrader platform.

All backed up by industry leading commission structures and excellent customer service from one of the UK's largest independent brokerages.



A partnership that suits your business needs

We recognise that **BAS OpenTrade Partners** have different business models with differing needs. To accommodate this we have created four levels of participation.

OpenTrade Lead Generator

If you feel the Energy market is an area that you're not so confident with, refer your customers through to us and we'll not only give them the best energy deal available on the day, we will also take care of the administrative process for them.

OpenTrade Corporate Partner

If your customer profile leans towards the corporate end of the market, you can be assured they're in the safest of hands. From understanding their current and future requirements to their approach to risk, we are able to deliver all energy related services to an extremely high standard, without exception.

OpenTrade Direct Partner

With a little more confidence and a little more work, we will happily partner up with you on helping your customers to switch to a better energy deal. This could be that we share the work involved, or after 12 month (or sooner) timeframe has elapsed, we would allow you to access the technology which enables you to undertake pricing yourself.

OpenTrade Broker

If you would rather manage your clients' energy needs, we can help you take control of that through our pricing platform.



How it works

Who can become a partner?

There are no limitations in terms of sectors, however BAS has earned a reputation of honesty and trust and all partners must pass a series of checks in order to be accepted onto the program.

How are sales made?

We tailor our services to suit each partners business needs and as required train those partners so they can be successful. However your customers currently purchase their energy services, we will have a solution for them.

How do you earn an income?

The income you earn will depend on your customers' energy usage, type and term of contract and of course which level of partnership you wish to operate at.

Improved Conversions

With our industry leading technology and a full suite of energy services we are able to attract the best energy pricing in the industry that makes your customers' decision easy.

Enhanced Retention Levels

Our customer support services and communication strategies combined with our excellent pricing capabilities will ensure that your customers will come back to us, time after time, for their energy needs.

Account Management Support

BAS OpenTrade Partners make a strategic decision to invest time, energy and resources when they join the program, with the expectation that their related business will grow. To help ensure this, your OpenTrade Account Team will work with you, developing a Business Planning Document to track and manage mutual goals and commitments.

Our Enhanced Services

We provide a full range of energy related services which include:

- > Gas & Electricity Procurement
- > Invoice Validation
- > Data Management
- > Portfolio Management
- > Carbon Management
- > Energy Audits
- > Water



The BAS product portfolio varies in complexity. Recognising this diversity, the **OpenTrade Partner Program** is open to all our areas of specialisation

- > Invoice Validation
- > Energy Audits and Usage
- > Fixed and Flexible Energy Procurement
- > Smart Metering
- > Water Procurement
- > Waste Management





Helping Businesses
get more from their
energy supplier, become
more efficient and
better informed

Business Advisory Service is one of the UK's leading independent Energy Consultancies, helping Corporate and SME businesses manage, monitor and save on their energy costs.

If you have customers with an immediate energy requirement, please contact

partners@bas-energy.co.uk
or call **0800 144 4700**

The **Business Advisory Service** has the expertise, supplier relationships and technology to help you find the most reliable energy supplier with the most competitive price and continues to bring a vast range of fixed, flexible and bespoke products to market. In addition to energy procurement, we provide a full range of energy-related services which include:

- > Gas & Electricity Procurement
- > Invoice Validation
- > Data Management
- > Portfolio Management
- > Carbon Management
- > Energy Audits & Compliance



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Watchstone.
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