



A QUICK GUIDE TO DBS.

A quick guide to Direct Business solutions and the services we can offer different clients, depending on their needs!



**Everything starts with a
bright idea!**

ABOUT US

Direct Business Solutions have grown into one of the largest consultancies in the UK.

Founded in 2017 we now have over 200 staff across the UK helping over 4500 customers procure and manage a range of services from, Energy to IT, Merchant Services to Tax Rebates and many other services in between.

- **Experience**

Established in 2017 we have over 180 experts on hand to help with any issues.

- **Quality**

We are currently working towards ISO:9001 Quality Management System working with over 500 of the country's leading companies.

- **Innovative**

We are always on hand to help with the latest technologies to make your business more eco-friendly. Investing in a brighter, greener future.





We have found Direct Business Solution to be a valuable business partner to our company. Their communications have been first-rate and their billing clear and concise.

★★★★★



After receiving my new energy contract proposals I contacted the company and was helped instantly. Fast efficient service with no problems, they dealt with everything and all contracts were signed online.

★★★★★



OUR SERVICES

We look to provide our account management services within the field of business necessities i.e. gas/electric/water and renewable energy. We'll also deal with all your issues from incorrect billing, new sites, meter problems, VAT backdated, contract changes and much more.



Procurement

We provide industry-leading energy procurement services, serving three continents, giving you access to a network of hundreds of suppliers.



Energy Management

We support the most complex energy strategies through our energy management services team. Discover the latest in energy management technologies.



Renewable Energy

Guide you through Green Deal approved energy reduction projects.



Partnerships

By becoming a partner with us not only does it give your business a chance to earn an additional revenue stream, but by becoming a part of the Partner Channel team we can boost your business profile in a vast amount of ways.



Account Management

Highly trained experts to tackle the issues you face with suppliers so you can get on with your day.



Additional Services

A whole load of other services we offer including telecoms, chip and pin, transportation services and much more.

RB Forgings Limited

RB Forgings was founded in 1996 and, through a strategic programme of internal investment, has grown steadily to become a major supplier of high integrity, safety critical parts to many sectors both within India and internationally.

The Problem

An initial consultation revealed slight flaws in their current electricity contracts, mainly the need for a long-term contract plan and a bespoke contract that will fully protect the business upon any future government decisions or market changes.



Our Solution

In August 2020 we secured a contract for RB Forgings Limited that focused on long term protection, fixing the prices as low as possible. Further to this, we agreed to an extra one-year extension based on the wholesale gas and power forecast at the same rates agreed in 2020. In August 2021, with our advice and expertise we managed to secure the company an electricity contract, having it secured just one before the market was flooded. If they had waited any longer, there would be no choice but to renew on the extortionate wholesale costs that have flooded the market!

With this new contract, there was no worry for renewal until 2026, by which time the market will have plateaued. Furthermore, with both contracts bespoke to the company, we had ensured that any changes to government charges are covered. Should the charges come down, or be removed entirely, they would see the benefits immediately and costs will come down. This was especially prevalent as the energy crisis had triggered a debate to do exactly this.

Sound Similar?

If this case study sounds similar to a problem you're currently facing, we have a range of experts in different fields ready to help you overcome your problem.

Get in touch today.

Email: contactus@dbsne.com

Phone: 0800 031 5470

Web: www.dbsne.com

Case Study
RB Forgings

SUSTAINABLE ENERGY

We are continually improving what we are doing, and more importantly, increasing the client offering. Not only will we be offering a bespoke NetZero standard and carbon reporting platform we will also be offering carbon footprint audits, providing carbon footprint audits for larger organisations as part of your Carbon Neutral commitment.

We use your data about flights, train and bus travel, car mileage, office utility bills and other business-related expenditure over a year to produce an overall footprint, broken down into categories. Helping you reduce.

Once you know your footprint, you can identify any “quick wins” to reducing it, and set targets for reductions in the coming years.



Carbon reporting

Mandatory carbon reporting is available as a module-based reporting tool that you control.



Energy savings

Data gathering / Audits / Report writing, not many people have the time to take four to six weeks out of their work to carry this out, we'll do it while you carry on with business as usual.



Environmental policy

If your organisation does not already have an environmental policy, we can help you write one. This could cover topics such as energy and utilities, catering, waste, purchasing and travel.

Travel policies might include moving to hybrid working, replacing flights with train or bus travel where possible, encouraging staff to walk, cycle or take public transport to work, and offsetting unavoidable travel.



Carbon offsetting

Having reduced as much of your organisation's carbon footprint as you can, there will always be some unavoidable emissions from your work and travel.

Carbon offsetting is a way of dealing with what is left—it allows us to compensate for the negative impact of our carbon emissions by paying to fund carbon mitigation projects which take an equivalent amount of CO₂ out of the atmosphere.



Welton Aggregates Limited

Established in 2003 in Welton le Marsh, East Lincolnshire the family-run business started out as Welton Quarries, operating out of just the Welton Chalk quarry and recycling facility. After being re-branded as Welton Aggregates Ltd the company continued to expand into a new recycling facility in Kirton in Lindsey quarry, North Lincolnshire where inert soils are processed and recycled aggregates are washed. Hibaldstow Quarry soon followed producing a premium Yellow and Blue limestone to a Lincs County Council standard.

The Problem

An initial issue encountered with Welton Aggregates was the possession of numerous gas and electricity meters all located across a number of different sites, all with different suppliers with different rate structures, different contract end dates and different contract terms.



Not only did this result in paying more than necessary, it had also proven increasingly difficult to manage and track contracts and as such, the issue arose of numerous different meters being billed deemed rates.

Our Solution

We conducted an extensive tendering process to suitable energy suppliers across the UK market, reviewing various suppliers, contract types and contract durations to find the best fit going forward.

In addition to the benefits gained from our procurement strategy, we also noted that they were qualified for a reduction in the amount of VAT they pay and their energy, as well as the removal of the Climate Change Levy. Working with the customer, their current supplier and previous energy suppliers, we managed to obtain a considerable rebate for them as well as have the overcharges removed from all future invoices!

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Case Study
Welton Aggregates



Direct Business Solutions have more than lived up to their name. Our company now has a more sustainable and economic gas energy contract thanks to their work. We look forward to repeating the experience (and the savings) when our electricity energy contract comes up for renewal a little way down the road.



Ready to **make the switch?**
Let us do the work for you.



GET IN TOUCH

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