



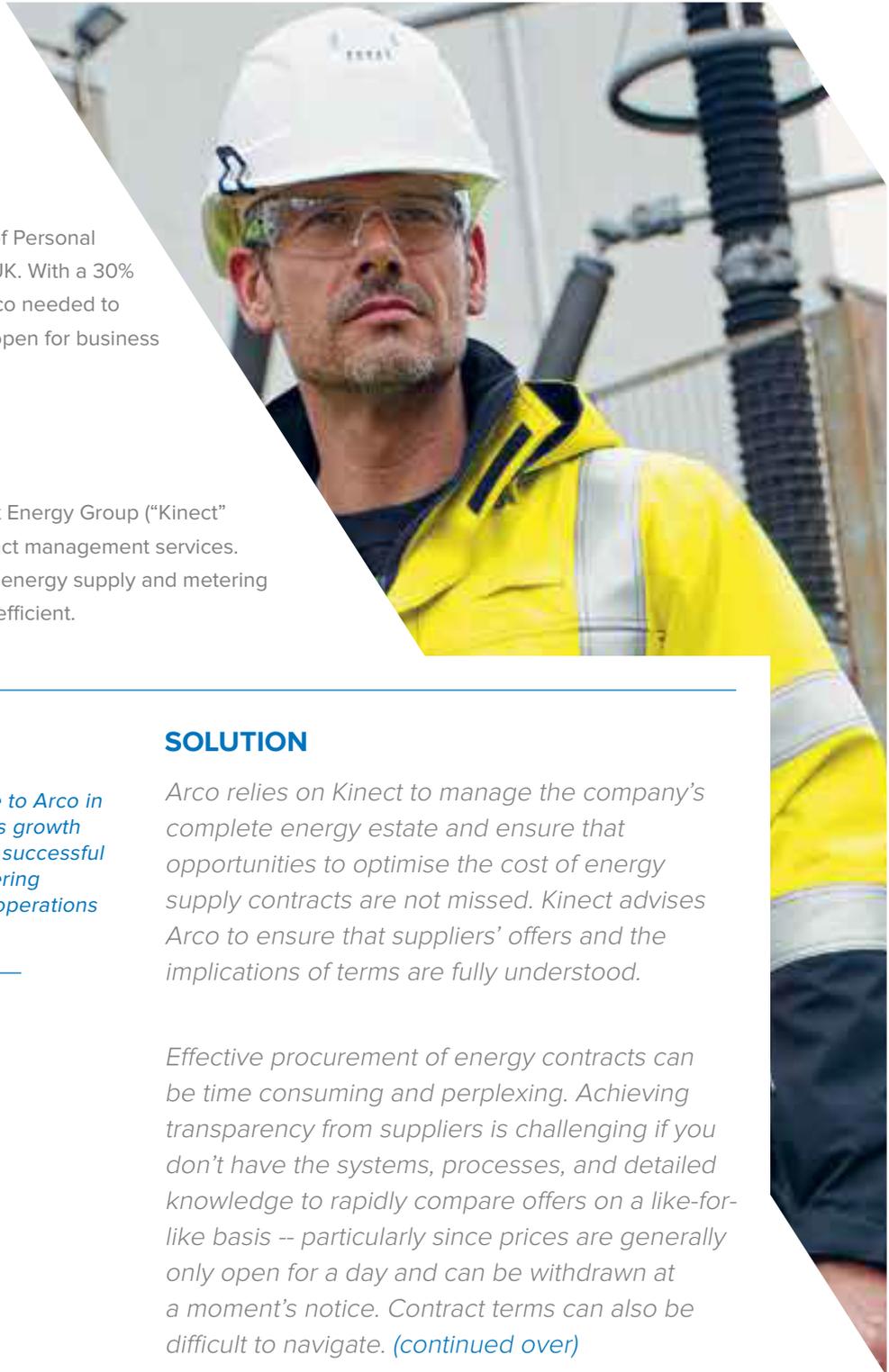
# Arco's Rapid Growth Requires Specialist Energy Consultancy Services

**INDUSTRY**

Commercial -  
Protective Equipment  
and Apparel Supplier

**LOCATION**

UK



**CHALLENGE**

As a market leader, Arco offers the widest range of Personal Protective Equipment (PPE) and workwear in the UK. With a 30% growth in new sites over the last 12-18 months, Arco needed to ensure that its new outlets were operational and open for business as soon as possible.

**OVERVIEW**

Arco's rapid growth has been supported by Kinect Energy Group ("Kinect" through specialist energy procurement and contract management services. Kinect was a critical partner to Arco in making the energy supply and metering arrangements for their new outlets seamless and efficient.



*Working with Kinect has been a great advantage to Arco in supporting the well managed and cost conscious growth of our company. Kinect is fully engaged with the successful operation and delivery of Arco's business, delivering competitive and well managed energy contract operations and wide ranging energy consultancy support.*

**Ian Edmondson**  
Project Leader, Arco

**SOLUTION**

*Arco relies on Kinect to manage the company's complete energy estate and ensure that opportunities to optimise the cost of energy supply contracts are not missed. Kinect advises Arco to ensure that suppliers' offers and the implications of terms are fully understood.*

*Effective procurement of energy contracts can be time consuming and perplexing. Achieving transparency from suppliers is challenging if you don't have the systems, processes, and detailed knowledge to rapidly compare offers on a like-for-like basis -- particularly since prices are generally only open for a day and can be withdrawn at a moment's notice. Contract terms can also be difficult to navigate. [\(continued over\)](#)*



## SOLUTION (CONT)

*To ensure that Arco's new sites became operational in the shortest possible time, Kinect optimised timescales, supporting Change of Tenancy arrangements, meter installations, and supply contract additions within a very short timeframe. And even after supply contracts have been signed, Kinect continues to monitor and report on wholesale market activity, identifying key opportunities for Arco to tender its estate. Being ready to act during the existing contract term has continually enabled Arco to secure competitively priced contracts.*

Lastly, Kinect aligned billing arrangements for the various sites with Arco's internal processes to help streamline utility invoice processing. Additionally, Kinect continues to provide invoice validation services to identify and address any anomalies promptly and efficiently.



## SUMMARY

The Account Management team at Kinect Energy Group handled all supplier arrangements, from contract management to site operations to billing, to support and facilitate Arco's rapid growth and expansion.