



# Radian Group’s Fluctuating Portfolio Requires On-Demand Energy Management Services

**INDUSTRY**

Commercial -  
Real Estate

**LOCATION**

UK

**CHALLENGE**

Radian Group (“Radian”) provides over 20,000 affordable homes across the south of England. For Radian, the obligation to comply with EU regulations, while managing a massive estate, presented a significant demand on both time and resources. Kinect Energy Group (“Kinect”) provided the industry knowledge and systems to efficiently manage Radian’s estate and procure competitively while complying with EU regulations.

**OVERVIEW**

Radian sought a comprehensive procurement and invoice reconciliation program. Kinect worked closely with Radian to ensure a fully-compliant procurement service and provided trusted invoice verification to facilitate end-to-end energy management.



*Kinect Energy Group has provided advice and managed the potentially stressful bidding process in a professional and calm way. We can rely on our concerns being responded to quickly; queries are always handled in a timely manner. Kinect has continued to provide a reliable service over a long period, including competing for and retaining our business, which speaks volumes.*

**Claire Crothers**  
Head of Strategic Sourcing, Radian Group

**SOLUTION**

*For Radian, the obligation to comply with EU regulations – while managing a massive estate – presented a significant demand on both time and resources. Kinect used a bespoke tendering platform which rapidly presents transparent offers from multiple suppliers, compared on a like-for-like basis. The system provides clarity and simplicity to the tender process, at any given time.*

*Kinect’s tendering platform has enabled Radian to keep pace with the market, facilitating the procurement of competitively priced energy contracts and quickly identifying which are best suited to Radian’s requirements.*

*(continued over)*



## SOLUTION (CONT)

Radian also wanted support to ensure invoice accuracy among a fluctuating list of properties and vendors. Radian's estate list is constantly in flux, with a regular turnover of properties coming and going. Kinect provides oversight and clarity, from arranging gas and electricity contracts for new properties to ensuring all relinquished properties are provided with an accurate final bill. Kinect also provides invoice verification services for the whole portfolio to ensure all invoices are accurate. Any invoicing errors are highlighted and reported on a monthly basis, with Kinect following every error through to its resolution. In 2016, Kinect Energy Group:

- Recovered £65,396
- Checked 6,985 invoices and credit notes
- Made more than 20 contract additions
- Undertook 14 Change of Tenancies



## SUMMARY

Working hand-in-hand, Kinect has helped Radian remain compliant with EU regulations while securing market reflective energy prices.

Cost, resource, and time savings continue to be achieved with Kinect's tendering platform, full-service estate management, and invoice reconciliation services. For Radian, this partnership has resulted in a more efficient energy program and more time spent on its core business.