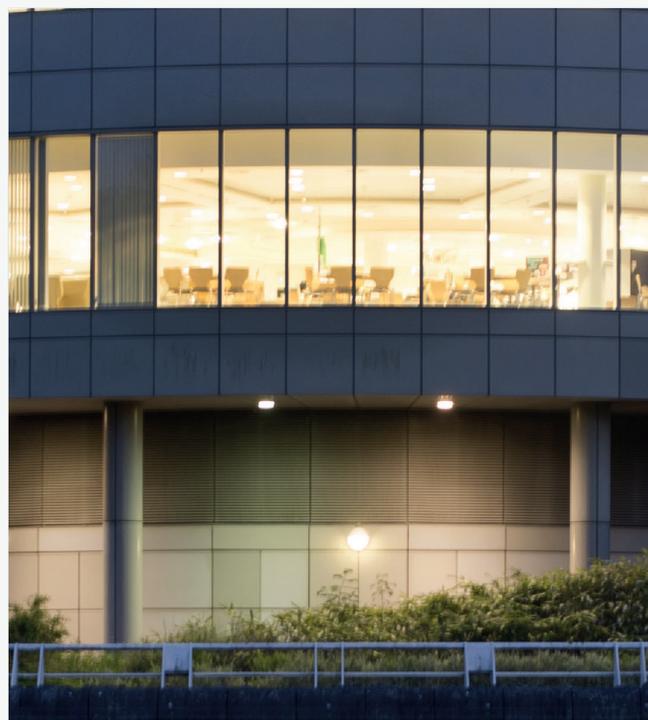
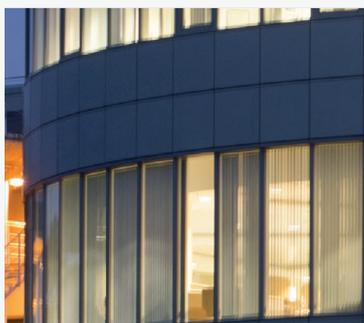




INDUSTRY
Aviation

LOCATION
UK

NATS becomes carbon neutral **without increasing costs**



OVERVIEW

World Kinect was asked to conduct competitive tenders for both electricity and gas for NATS.

Since 2007, World Kinect has been advising NATS on their utility requirements including portfolio management, which allows us to carry out all transactions relating to NATS' electricity portfolio. This includes buy and sell orders with suppliers, brokers, and other third parties. We also support NATS with procurement of energy service suppliers for both electricity and gas as well as the sourcing of power purchase agreements.



“World Kinect have been helping us with our energy procurement and portfolio since 2007. This year we're pleased to have negotiated gas and electricity procurement from renewable resources within the tender process. Our work together puts us in a better position to control our costs, and continue to demonstrate our ongoing commitment to environmental conservation.”

*Dan Clark
Head of Central Services and Assurance, NATS*

CUSTOMER CHALLENGE

NATS is the UK's leading provider of air traffic control services. Each year they **handle 2.5 million flights and 250 million passengers in UK airspace**. In addition to managing all upper airspace in the UK, they also provide services throughout Europe, the Middle East, Asia, and North America.

NATS sought a new flexible supply contract for electricity to meet the needs of a new strategy and a new tender for gas that considered both flexible and fixed options. NATS also wanted to investigate the cost of **purchasing renewable energy** with Renewable Energy Guarantees of Origin certificates (REGO) for their scope 2 emission reporting. The aim was to move to a renewable position without paying a huge premium for a sustainable traceable product.

OUR SOLUTION

World Kinect's energy specialists carried out an extensive procurement process analysing ten pre-agreed supplier's offers to improve all aspects of the contract, including the renewable element. We worked to optimize trading terms and increased overall transparency that led to a significant lowering of transaction costs.

World Kinect also provides NATS with hedging and risk management services and hosted risk workshops with internal NATS stakeholders to review and optimize the purchasing strategy further. Regular market updates and monitoring are also a key part of the risk strategy.

KEY BENEFITS

On the electricity side, World Kinect's partnership helped NATS **reduce contractual costs** by more than £84,000 and REGOS were secured, without any increase on current costs. In addition, NATS' new supplier proposed real-time half hourly (HH) data, at no extra cost, which offered additional reassurance against metering problems. The NATS teams are also able to review all reported transactions and market information via our World Kinect Online portal.

Although NATS had feared a large increase in gas costs, World Kinect negotiated a fixed contract with pass through nonenergy costs and improved terms that presented NATS with a saving of just over £61,000. **A green gas option** was also negotiated, making them carbon neutral.

In total World Kinect **saved** NATS almost £472,000 against their benchmark targets for trading.



FOCUSING
ON SAVINGS



PROCESS
IMPROVEMENT



TIME
EFFICIENCIES



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