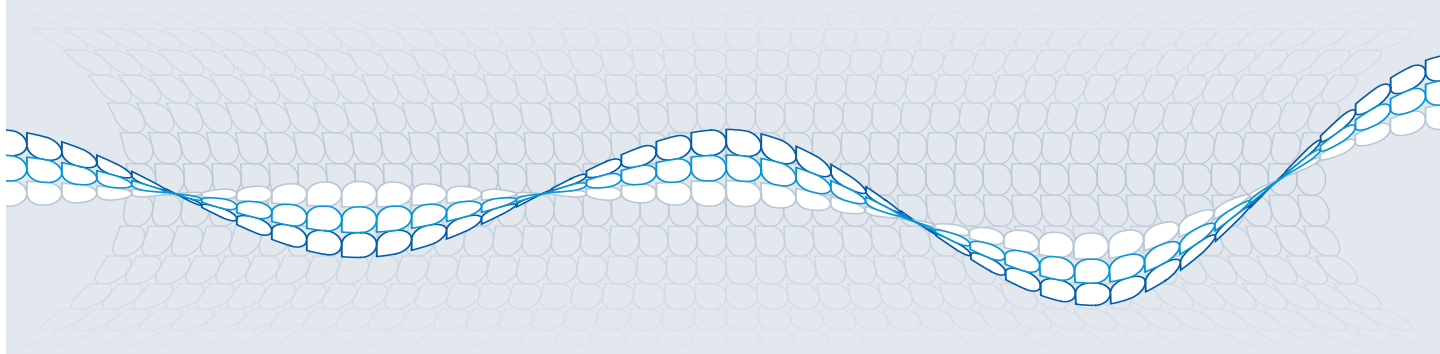


Strategic Review: reducing stubborn levels of debt



Client

- A leading UK gas and electricity supplier

Sector

- Energy

Situation

- The utilities provider was experiencing a stubborn level of late final debt which was proving difficult to reduce using their existing collections and recoveries processes.

TDX solution

- A **Strategic Review** to identify recommendations for operational and process improvements that would actively reduce the level of late final debt.

Commercial Model

- A project fee

Length of contract

- Eight weeks

The project

The TDX Advisory team undertook an end-to-end review of the utility provider's live collections area.

By using the TDX Excellence Model – a proven, structured methodological framework to benchmark debt strategy and operational capability – TDX was able to identify gaps relative to best practice.

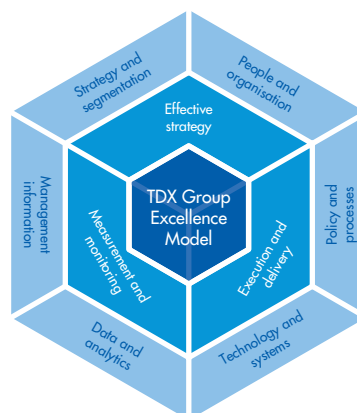
Results

TDX identified several major strategic and operational opportunities to increase revenue and collections, including:

- Opportunities to increase cash collections by up to £12 million per annum.
- Process changes upstream of late final debt to reduce the cycling of debt and accelerate cash collections by up to £30 million per annum.
- £2.5 million of potential OpEx savings.

As a consequence of the review the utilities provider re-engineered their processes to move debt through their processes faster in order to optimise opportunities.

TDX Excellence Model



Contact our Advisory team today for full details: nick.georgiades@tdxgroup.com