

## Case Study

# Bedfordshire East Multi Academy Trust (BEMAT)








### PROJECT OVERVIEW

**Bedfordshire East Multi Academy Trust has opted for a risk-free operational lease to deliver energy savings and improved light quality. The project has been funded through an operational lease from Utility Rentals.**

### PROJECT BACKGROUND

Securing financing for upgrade or refurbishment programmes can be challenging. This turned out to be the case for BEMAT (Bedfordshire East Multi Academy Trust), an alliance of educational establishments comprising Gothic Mede Academy, Gravenhurst Academy, Etonbury Academy, Robert Bloomfield Academy and Samuel Whitbread Academy.

Determining that the time was right to undertake a lighting upgrade at three of the five schools (the others are expected to follow further down the line), BEMAT Head of Capital and Projects Ian Kite initially looked towards Salix Finance to enable the project to go forward, but various factors meant that he was obliged to think again.

-  **Customer:** Bedfordshire East Multi Academy Trust (BEMAT)
-  **Technology:** LED and T5 lighting
-  **Finance:** Utility Rentals - Operational Lease
-  **Outcomes:** Energy savings and improved light quality
-  **Savings:** 69 tons of CO2 (across the three schools)

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Ian Kite, BEMAT Head of Capital and Projects



## FINANCE CHALLENGE

“We needed an alternative to Salix – and the Energys team was quick to respond with a solution. It became clear very quickly that an operational lease was the best way forward for BEMAT,” says Mr Kite.

The answer to the finance challenge came in the form of Utility Rentals’ operational lease solution. A player in the education world for more than two decades, Utility Rentals has partnered with Energys Group to provide an operating lease package that allows schools across the UK to acquire fully installed and maintained energy-saving solutions.

“In fact, it offers significant advantages over the Salix route. There is no requirement for any up-front capital investment; the cost of the lease is paid for through the monthly savings made – and all of the lighting is fully maintained for the duration of the lease. It makes sound commercial sense – and it de-risks the whole process for us.”

## BUSINESS CASE

As would be expected of such a major project, Mr Kite needed to win the approval of his senior colleagues and directors before commencing with the project. “Initial feedback was mixed,” says Ian Kite. “There was a feeling that the energy savings and projected outcomes looked ‘too good to be true’, and I was met with a level of skepticism.”

Mr Kite and his team were therefore required to undertake a process of due diligence on Energys. He looked to his sector peers – and received an enthusiastic reference from Hertfordshire County Council which has seen Energys supply and install low carbon retrofit solutions at 475 of its schools.

## TECHNOLOGY SOLUTION

With due diligence complete, the decision makers were convinced. BEMAT then pressed ahead with a roll-out of Energys’ patented Save It Easy retrofit lighting technology.

Comprising a plug-in T5 adapter that allows the replacement of old-style fluorescent lamps with energy-efficient equivalents in the existing light fittings, Save It Easy can deliver energy savings as high as 65%. Not surprisingly, then, it has seen massive adoption over the last few years, with more than 1.5 million devices now installed across Europe.

## RESULTS AND OUTCOMES

### Low disruption:

“It has been estimated that we can cut energy costs by over 69 tons of CO<sub>2</sub> (across the three schools), so the case for Save It Easy was highly compelling,” says Kite. “When the Energys team got to work on the site, we were also impressed by how much effort was made to avoid disruption to the daily life of the school. To this end, their engineers – all of whom undergo DBS (Disclosure and Barring Service) checks – undertook most of the work outside of school hours, which was tremendously helpful.”

### Improved light quality:

Ian Kite is already able to reflect on a project that looks set to satisfy all of its objectives. Not only is BEMAT already registering welcome reductions in its energy bills, the Principals have also observed a general improvement in the learning environment on the part of both teachers and pupils.

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### POSITIVE FEEDBACK

"There have been positive comments from staff about the quality of the light since the Energys retrofits were installed," says Kite.

"Having read about the positive impact of newer lighting technology on pupil concentration and behaviour, we are also expectant of some other benefits that will become more evident as time goes by. So it's a great result for us and I am sure that, not too far in the future, we will be initiating similar projects at BEMAT's other schools."



**"An operational lease was the best way forward for BEMAT. It makes sound commercial sense – and it de-risks the whole process for us."**

Ian Kite, BEMAT Head of Capital and Projects

For more information please contact:

**Energys Group**

**Specialists in low carbon retrofit technologies**

Franklyn House  
Daux Road  
Billingshurst  
West Sussex RH14 9SJ  
United Kingdom

**TEL** +44 (0)1403 786212

**FAX** +44 (0)1403 787439

**EMAIL** [info@energysgroup.com](mailto:info@energysgroup.com)

**[www.energysgroup.com](http://www.energysgroup.com)**