

## Opus Energy holds the key to Housing Association partnerships

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The Metropolitan Housing Group renews energy contract with Opus Energy

7 May 2008 - Opus Energy, a leading independent supplier of electricity to UK businesses secured a contract to supply part of the energy requirement for the Metropolitan Housing Group with electricity for a second year running, proving that excellent and bespoke customer service is the key to doing business with housing associations.

Opus Energy is a popular choice with Housing Associations, which now total an estimated £7.5million in revenue per annum for the independent supplier. Experience in the sector is vital and enables Opus Energy to provide a tailored service to suit the needs of each housing association.

An Opus Energy corporate account manager worked closely with The Monarch Partnership, who is the Metropolitan Housing Group's specialist energy brokers and was able to provide the most economical pricing tariff for the contract that was up for agreement by the Group. In a time of volatile energy prices, Opus Energy found a solution by recommending the security of a fixed price tariff at a competitive price.

Steve James runs the corporate account team at Opus Energy and works closely with Metropolitan Housing Group. He said, "We understand the issues that affect Housing Associations and recognise budgeting needs, as well as being able to rely on clear, accurate bills. We have built up a wealth of experience from working directly in the sector and specialise in the supply and management of Housing Associations' electricity portfolios."

Bernard Tominey, Procurement Director from the Metropolitan Housing Group said, "Opus Energy was able to assess the needs of our company in detail and suggest a tailored price plan with the Monarch Partnership that now allows us to budget effectively for our energy requirement."

Opus Energy offers a combination of experience and flexibility. By working closely with an organisation, account managers at Opus Energy can tailor the services offered to suit the energy purchasing needs of a specific business. This is a winning combination for Housing Associations in particular, and Opus Energy now supplies electricity for companies including: Guinness Trust Housing Association, Oxford Citizens Housing Association Ltd, Yorkshire Housing Group, Liverpool Housing Trust and Northern Counties Housing Association.

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About Opus Energy

Opus Energy is a leading independent supplier of electricity offering tailor-made solutions for the UK SME and corporate markets. Its market-leading innovations are driven by customer needs and the company is committed to helping businesses reduce their carbon footprint through the procurement of energy from cleaner sources.

Opus Energy has over 40,000 customers across all sectors. Large customers include: Yell Group, Thorntons, Farmfoods, Cumbria County Council and Deloitte & Touche.

With offices in Northampton and Oxford, it employs 194 people.

For further information, please see [www.opusenergy.com](http://www.opusenergy.com)

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