

## Opus Energy brings Stagecoach on board with innovative purchasing solution

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02 June 2008 - Opus Energy, a leading independent supplier of electricity to UK businesses, has won a £3.5m contract to supply electricity to the UK bus operations of leading national bus company Stagecoach.

Stagecoach, which boasts one of the UK's largest bus fleets of around 7,000 vehicles, has awarded Opus Energy with a two year contract to supply 240 sites across the UK.

Opus Energy won the contract as result of its innovative flexible purchasing product, Opus Evolution, which will allow Stagecoach to directly access wholesale energy prices. Using a secure online platform, Stagecoach will be able to purchase electricity at the prevailing market price to suit the company's consumption demand.

Because a high percentage of energy supplied by Opus Energy is sourced from cleaner, low-carbon sources as standard, Stagecoach has been able to reduce its carbon emission levels simply by switching supplier.

Opus Energy is also installing free smart meters across Stagecoach's sites. Smart meters are the latest innovation in energy management, allowing companies to monitor consumption levels at each site and receive accurate readings and bills. Coupled with the Opus Evolution product, Stagecoach will benefit from a better understanding of its energy consumption and the opportunity to reduce its energy bills.

Les Warneford, Managing Director of Stagecoach UK Bus, said: "This new partnership with Opus Energy is a key element of our strategy to make our business more sustainable, offer greener, smarter travel solutions to our customers, and help tackle the challenge of climate change.

"It will ensure our electricity requirements are sourced mostly from renewables and further cut CO2 emissions from our operations. The installation of smart meters at the majority of our sites also means we can be more vigilant about what energy we are using and when, which will help us take steps in reducing our energy consumption and our carbon footprint."

Steve James, Head of Corporate Accounts at Opus Energy said: "We're excited to be working with Stagecoach. The combination of using smart meters in tandem with the Opus Evolution product allows them to directly monitor their usage and then plan and purchase energy accordingly. Large companies like Stagecoach need to have an even greater understanding of and control over their energy purchasing requirements in these times of increased market volatility. This is a sterling example of how independent energy providers can offer great solutions to suit the large corporate energy buyer's needs."

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About Opus Energy

Opus Energy is a leading independent supplier of business electricity offering companies best-price electricity together with tailored customer care. Its flexible, tailor-made solutions suit businesses across the SME and larger corporate market. Opus, with offices in Oxford and Northampton, has over 40,000 customers across the country, including Yell Group, Thorntons, Reuters, Farmfoods and Deloitte & Touche.

Between April 2006 and March 2007, 66% of the energy supplied by Opus Energy to its customers came from cleaner, low-carbon sources – 47% from renewable generators and 19% from cleaner Combined Heat and Power (CHP) produced by CHP generators.

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

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