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COURSE BROCHURE

# Corporate Electricity and Fuel Buying Strategy Training Course

18 – 22 July 2027
Istanbul

# Corporate Electricity and Fuel Buying Strategy Training Course

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Corporate Electricity and Fuel Buying Strategy is a 1-week training course for procurement, facilities and finance professionals who buy energy, leaving with an energy purchasing strategy for their own site or portfolio. Volatile wholesale prices, tighter budgets and pressure to cut emissions now turn energy from an overhead into a managed spend category. Jupiter Prime Training sets this buying strategy in its commercial and operational context.

## Why Corporate Electricity and Fuel Buying Strategy Matters Now

Two forces shape how organisations buy power, gas and fuel today. Wholesale markets move faster than annual budgets, so a contract signed at the wrong moment can lock in costs for years. Finance directors expect energy spend to be forecast with the same discipline as payroll or rent. Buying well brings predictable costs and cleaner invoices; buying reactively brings price shocks and billing errors. The course rests on established purchasing practice, contract risk principles and plain financial modelling.

## Who Gains Most from Corporate Electricity and Fuel Buying Strategy

- Professionals who run supply tenders and negotiate terms with energy retailers and fuel distributors
- Professionals who operate buildings, plants or fleets and know how and when energy is consumed
- Professionals who set utility budgets, approve invoices and report variances to senior leaders
- Professionals who track consumption meters, tariffs and site connection agreements
- Professionals who report on energy use and emissions for the organisation

A cross-functional buying group gains most when procurement, facilities and finance members attend together and agree one shared approach to timing, contract choice and price risk.

## Corporate Electricity and Fuel Buying Strategy Capabilities

Participants turn meter data, tariff structures and market signals into purchasing choices that finance and operations can both defend.

- Build a demand profile from interval meter readings and fuel delivery records — tender volume and load shape
- Weigh fixed, indexed and flexible supply contracts against risk appetite — budget holders
- Specify tender documents and scoring criteria for energy suppliers — the award decision
- Calculate budget ranges under several price scenarios — the finance director
- Test supplier invoices against contract terms and metered volumes — accounts payable
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Communicate a purchasing strategy and its trade-offs — senior leaders and site managers

## Key Corporate Electricity and Fuel Buying Strategy Terms

- Demand profile — The pattern of energy use by hour, day and season, used to size contracts and forecast cost.
- Fixed-price contract — A supply agreement in which the unit rate is set for the term, moving price risk to the supplier.
- Indexed contract — A supply agreement in which the unit rate follows a published wholesale price plus an agreed margin.
- Flexible purchasing — Buying energy in tranches over time, letting the buyer choose when to fix portions of the volume.
- Non-commodity charges — Network, metering, levy and capacity costs on an energy bill that sit outside the wholesale price.
- Invoice validation — Checking each bill against contract rates, metered volumes and agreed charges before payment is approved.

## Corporate Electricity and Fuel Buying Strategy Day by Day

## Day 1: Energy Markets and the Buyer's Position

- Wholesale Price Formation for Power and Gas — Timing of Purchases
- Fuel Supply Chains for Diesel and Heating Oil — Delivery Security
- Anatomy of an Electricity Bill — Controllable Versus Fixed Costs
- Non-Commodity Charges and Network Tariffs — Site Connection Choices
- Energy Spend Baseline by Site and Fuel — Category Priorities

## Day 2: Demand Profiling and Volume Forecasting

- Interval Meter Data and Load Curves — Contract Volume Sizing
- Seasonal and Production-Driven Consumption Patterns — Forecast Accuracy
- Peak Demand and Capacity Charges — Load Shifting Opportunities
- Fuel Consumption Records for Fleets and Generators — Order Quantities
- Portfolio Aggregation Across Multiple Sites — Buying Leverage

## Day 3: Contract Structures and Price Risk

- Fixed, Indexed and Flexible Supply Contracts — Risk Allocation
- Tranche Purchasing and Trigger Prices — When to Lock Volume
- Volume Tolerance and Take-or-Pay Clauses — Exposure to Penalties
- Price Scenario Modelling for Budgets — Contingency Setting
- Corporate Renewable Supply Agreements — Emissions and Cost Trade-Offs

## Day 4: Tendering, Supplier Evaluation and Invoice Control

- Energy Tender Specification and Data Pack — Bid Comparability
- Supplier Scoring Matrix and Credit Checks — Award Decision
- Contract Terms for Billing, Termination and Change — Negotiation Points
- Invoice Validation Against Rates and Meter Reads — Payment Approval
- Contract Performance Indicators and Supplier Reviews — Renewal Choices

## Day 5: Practising the Energy Purchasing Strategy

- Site Demand Profile Case Study — Applying Volume Forecasts
- Contract Option Comparison Exercise — Applying Risk Allocation
- Mock Supplier Tender Evaluation — Applying Scoring Criteria
- Budget Scenario Presentation to Finance — Stakeholder Approval
- Energy Purchasing Strategy for Own Site or Portfolio — Completed Draft

## Applying Corporate Electricity and Fuel Buying Strategy After the Course

- Rebuild the demand profile for one site from interval meter data and fuel delivery records, then compare it with contracted volumes.
- Run invoice validation on the last three months of electricity and fuel bills, logging each discrepancy.

## Corporate Electricity and Fuel Buying Strategy Questions FAQ

### What is corporate electricity and fuel buying strategy and why does it matter now?

It is the planned way an organisation buys power, gas and fuel to control cost and risk. Volatile prices make reactive buying costly, so deliberate timing and contract choice protect budgets.

### Which roles gain most from corporate electricity and fuel buying strategy?

Procurement, facilities and finance professionals gain most. When all three attend, you can agree one approach to contract choice and price risk.

### How does corporate electricity and fuel buying strategy differ from an energy efficiency course?

It focuses on how energy is bought rather than how much is used. An efficiency course reduces consumption through equipment and behaviour; this course covers contracts, tenders, price risk and invoices.

### What do you bring back from corporate electricity and fuel buying strategy training?

You bring back a draft purchasing strategy for your own site or portfolio. It combines a demand profile, contract choice, budget scenarios and tender criteria.

## Corporate Electricity and Fuel Buying Strategy: The Way Forward

The energy purchasing strategy gives a buying group one agreed view of volumes, contract structure and acceptable price risk. Its first use is deciding whether to fix, index or tranche the next supply renewal. Procurement, finance and facilities all use it. After the first renewal, revisit the price triggers and supplier scores against actual results.