

# Energy by MAPP

The integrated renewable energy  
solution for the property sector

August 2024

**ENERGY**  
by MAPP





Energy by MAPP offers a unique service in the property sector in the UK, combining energy procurement and net zero carbon pathways. We help our clients source and set up on-site solar Corporate Power Purchase Agreements (CPPAs), private wire Power Purchase Agreements (PPAs), or on-site PPAs to help them reach their net zero carbon targets and provide long-term, steady energy cost savings.

With CPPA or PPA generation contracts secured, clients will have access to renewable energy capacity that can be used to support their scope 2 and 3 emissions (electricity) reduction targets, while also ensuring the reputation and expectation of the global sustainability standards are met.

We also offer distressed utility contracting for our clients. As we are always procuring and negotiating large utility contracts, we are in a good position to take out contracts on behalf of clients who have struggled to secure good value contracts with UK energy suppliers in the past. With MAPP operating £30bn of commercial real estate and managing around £80m of utility procurement spend each year, we leverage our size to get the best possible deal for our clients.



# Meet the team



Our team draws on a broad scope of experience across the real estate, property and asset management and energy industries to source renewable Power Purchase Agreements (PPAs) bespoke to clients' needs. With our specialists in energy procurement, utilities and recharging, backed up by MAPP's full suite of property management services, Energy by MAPP bridges the gap between energy suppliers, landlords and occupiers to create a seamless renewable energy procurement relationship from source to consumer, harnessing all parties' capability in a joined-up approach to net zero.



**Rowan Packer**  
Executive Director –  
Head of Sustainability  
and Energy

Rowan heads our team of skilled sustainability and energy consultants, guiding clients, surveyors and investors on their net zero pathway. With over 20 years' experience in sustainability (ESG) and energy management, he has worked with CLS Holdings, Landsec, CBRE (Pfizer) and Sainsbury's. He has also been a Board Member of the Better Building Partnership (BBP) for nearly eight years and has worked with UKGBC and Net Zero Carbon Building Standards (NZCBS) task groups to set out new sustainability industry standards across the real estate sector.



**Peter Tench**  
Associate Director –  
Energy Procurement and PPA

Peter manages all of MAPP's energy and utility supply contracts along with the bespoke energy procurement services through Energy by MAPP. With previous roles at Shell Energy Retail, Siemens Energy Division and energy consultancy, Utiylix, he brings over 17 years' experience within the sector. With this background and knowledge, he guides clients through the complicated world of renewable energy procurement within the real estate sector.



**Linda Everingham**  
Associate Director –  
Utilities and Recharging

Linda has been appointed to the MAPP Utility team as an Associate Director of Utilities and Recharging. Her background covers 14 years of utility/energy consultancy with a specific focus on managing agent portfolios and their natural fluidity. Linda has strong experience in relationship management and problem-solving. She has a good understanding of the multiple challenges that such complex portfolios can face and is passionate about delivering excellent client service.

# How can we help?

## Corporate Power Purchase Agreement (CPPA)

A Corporate Power Purchase Agreement (CPPA) is commonly brokered for larger consuming clients looking to directly buy their renewable energy from the source, traditionally for ten years or more. However, such long-term contracts lack the necessary flexibility for real estate companies. To address this, Energy by MAPP has introduced a more adaptable solution for the real estate sector, whilst also giving the energy industry the continuity of purchasing that renewable energy from the generator.

Energy by MAPP and the client will choose an asset (solar or wind farm) from which they will purchase a predetermined amount of power, usually at more competitive prices than the market offers. That way, they can enjoy the additional benefits from renewable energy, enhancing the value of their propositions to occupiers.

## On-site Power Purchase Agreement (PPA)

In an on-site Power Purchase Agreement (PPA), a client opts to have renewable assets installed on site. For example, they can choose to install a solar photovoltaic (PV) system or, in some cases, wind turbines. This type of arrangement allows the client to use all of the power generated on site for their own use and then charge occupiers within a lease or at an agreed rate.

## Occupiers' procurement

This is for MAPP occupiers only. Currently occupiers have to approach suppliers for a contract on their own, which due to the amount of energy they use, may lead to unfavourable rates and payment terms. Our occupier procurement service provides an option to procure their energy supply contract through joining the MAPP group contractual agreements and tender process. That way, they have access to a larger range of suppliers and better payment terms, potentially leading to greater savings compared to approaching suppliers individually.

## Electricity, gas and water recharging

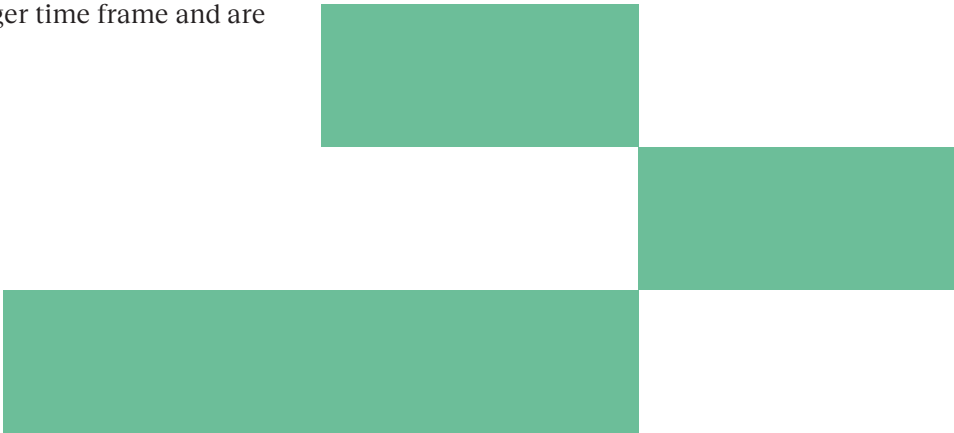
Occupier recharge is a common practice in property management when multiple occupiers are required to pay part of the overhead costs. Separate metering or full submetering of utility supplies ensures a fair apportionment of cost between occupiers that reflects actual consumption. Building on MAPP's strong property management and sustainability foundations, our team will remove the heavy lifting from the clients' hands. We choose providers that align with occupiers' requirements, manage and track Key Performance Indicators (KPIs), identify trends or weaknesses, and make data-driven decisions to optimise costs and improve efficiency.

## Distressed utilities

Distressed utility supplies refer to sites that do not have a contract in place due to credit restrictions. Sites in this situation often have to pay large security deposits to mitigate the supplier's risk. Energy by MAPP acts as a bridge between the client and the supplier, looking into the usage amounts on site and requesting the client to pay the requisite amount under Energy by MAPP's name instead.

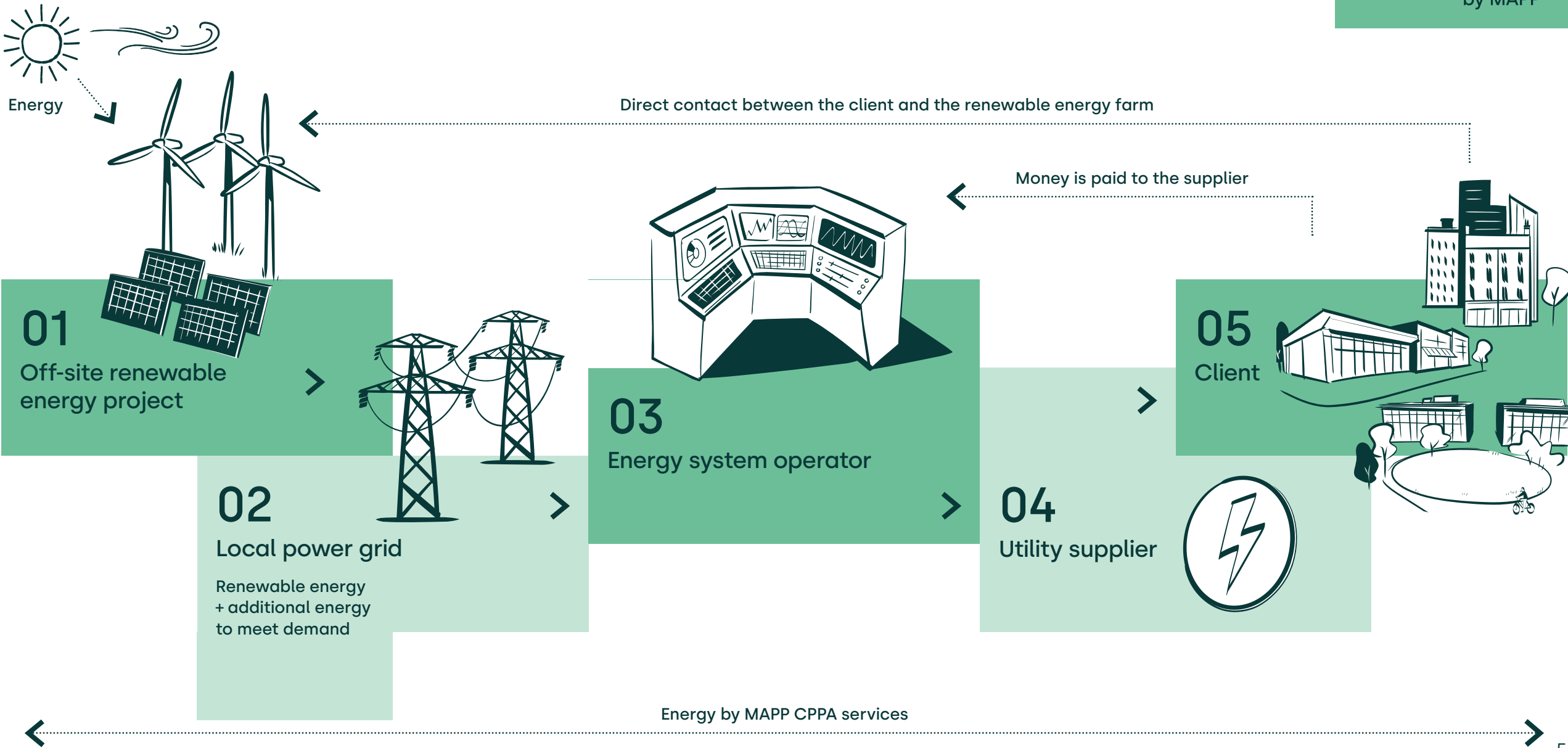
## Flexible procurement

Flexible procurement is a common procurement method that allows the client to have the flexibility to buy and sell energy. The client can then choose the proportion of energy they want to buy from the provider hedged at a certain period and decide to leave a proportion of their energy unhedged at market price. Flexible contracts generally run over a longer time frame and are supplier-dependent.



# Off-site Corporate Power Purchase Agreement (CPPA)

Contract facilitated end to end by Energy by MAPP



## Contact

### Rowan Packer

Executive Director –  
Head of Sustainability and Energy  
[rowan.packer@wearemapp.com](mailto:rowan.packer@wearemapp.com)  
020 7908 5677

### Peter Tench

Associate Director –  
Energy Procurement and PPA  
[peter.tench@wearemapp.com](mailto:peter.tench@wearemapp.com)  
020 7908 5627

### Linda Everingham

Associate Director –  
Utilities and Recharging (London)  
[linda.everingham@wearemapp.com](mailto:linda.everingham@wearemapp.com)  
020 7908 5708

#### MAPP London

180 Great Portland Street  
London  
W1W 5QZ  
020 7908 5500  
[info@wearemapp.com](mailto:info@wearemapp.com)

#### MAPP Glasgow

Onyx  
Level 5  
215 Bothwell Street  
Glasgow  
G2 7EZ  
0141 488 7400  
[glasgow@wearemapp.com](mailto:glasgow@wearemapp.com)

#### MAPP Bristol

2 Glass Wharf  
Temple Quay  
Bristol  
BS2 0EL  
0117 313 7500  
[bristol@wearemapp.com](mailto:bristol@wearemapp.com)

#### MAPP Birmingham

1 Newhall Street  
Birmingham  
B3 3NH  
0121 393 3700  
[birmingham@wearemapp.com](mailto:birmingham@wearemapp.com)

#### MAPP Manchester

City Tower  
New York Street  
Manchester  
M1 4BT  
0161 393 6000  
[manchester@wearemapp.com](mailto:manchester@wearemapp.com)