

**Reducing Cost!**  
**Increasing Profitability!**  
**Taking Responsibility!**

## RUMM –

- The Business
- What's it all about?
- Why RUMM?
- RUMM Plan, Implement & Act
- Business Plan for Success
- RUMM Business Values
- Clients & Case Studies

RUMM Ltd are working with over 50 companies to deliver a reliable and proactive energy management service.

**Our aim is to “Target long term energy reduction of over 30%. RUMM protects you from future cost increases and the penalising consequences of impending legislation whilst protecting the environment.”**

Energy related research is an important part of the company’s operations in order to provide the newest technological/energy management solutions to all our clients.

# What's it all about?



- CRC (*Carbon Reduction Commitment*)/  
CCA (*Climate Change Agreement*)
- ROI Strategy in Less than 12 months
- Meet your corporate objectives
- Maximise all cost saving opportunities
- Help save the planet & protect our way of life
- Effective Energy Management over the long term

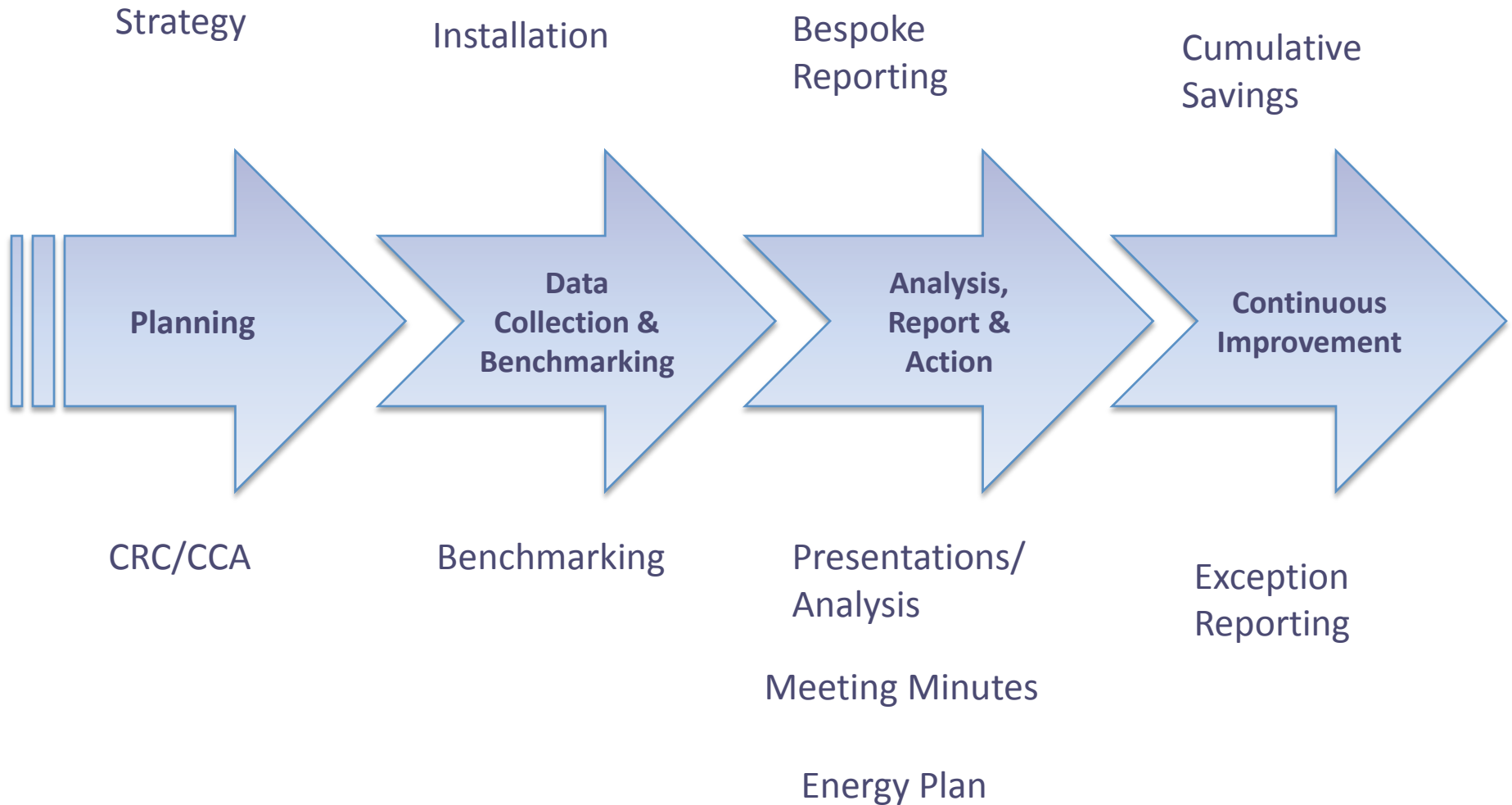
# Why RUMM?



- Blue sky to blueprint to green action
- Technical capability and proven methodology to maximise savings & environmental impact
- Partnership approach/Shared success/Double digit savings
- Qualified practitioners
- Future trends / future proofed
- Finance driven / ROI is key!
- Thought Leaders
- RUMM Innovative Tools & Proven Methodologies

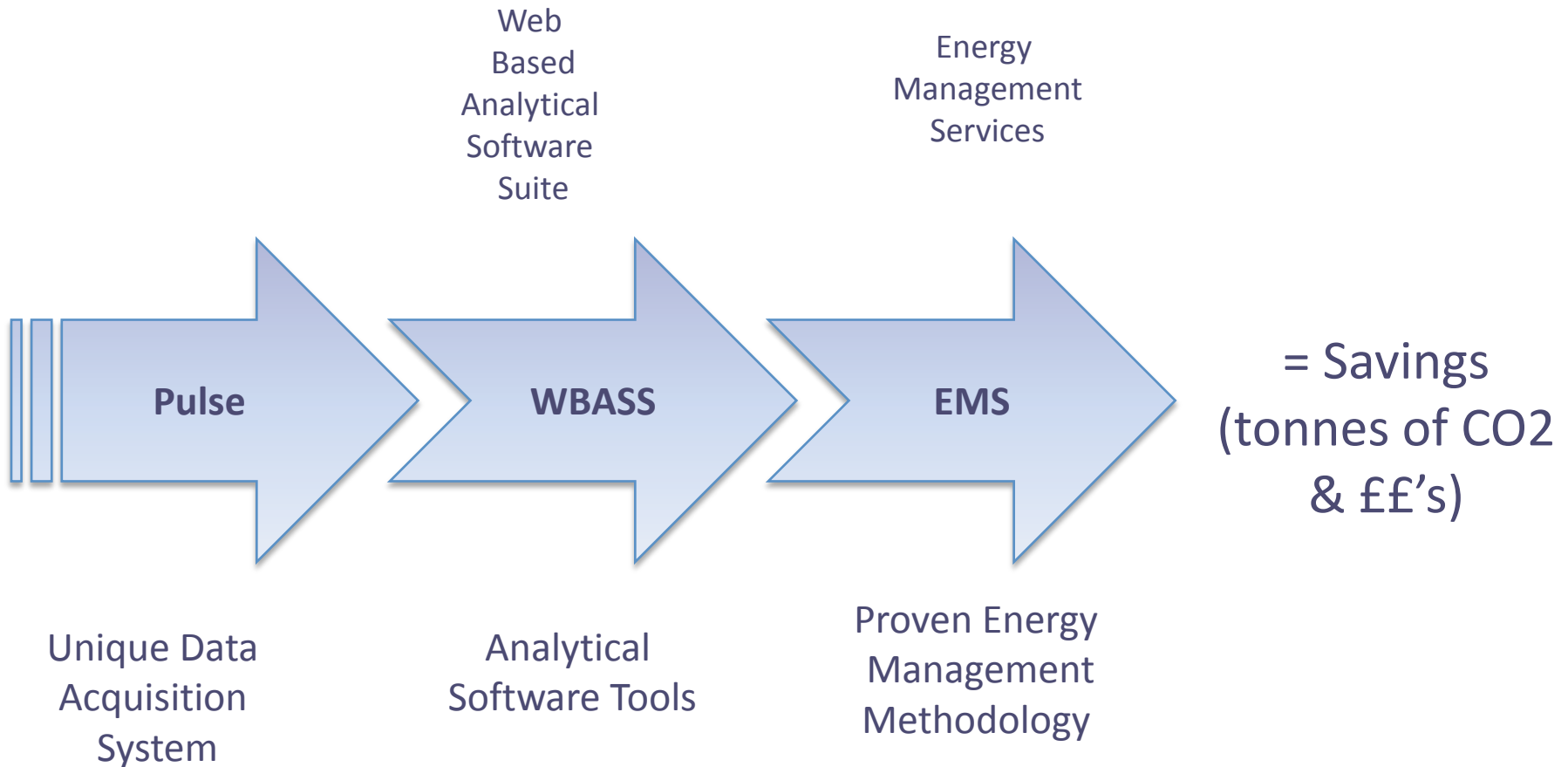
**Setting the right Objectives for Success**

# RUMM Plan, Implement & Act



- The RUMM system provides site wide visualisation from key locations.
- We guarantee to be able to pick up any existing meter within your facility.
- Our technology extends a vast array of protocols to achieve this.

# RUMM Building Blocks for Success



Without active executive support & involvement from both sides the project will Fail – Guaranteed!

Every RUMM programme has a RUMM executive sponsor we will need you to have one too.

**Shared Objectives, Shared Responsibilities,  
Shared Rewards – it's the RUMM way!**

- Blue Sky to Blue Print to Green Action
- Easy to do business with
- Quality qualified people
- RUMM Innovative Tools & Proven Methodologies
- Partnership approach
- Sharing Risks, Responsibilities & Rewards

# Our Achievements



## Industry Awards;

Won prestigious business double award 2008.  
CEO named one of the top 25 entrepreneurs.  
Two clients won best in class at Energy Awards -  
Doncasters & Yuasa

## Other Acknowledgements / achievements;

RUMM Case study for innovation promoted by Government.  
Environment Agency showcased key note speaker.  
Built a solid and sustainable growing business.  
50 fantastic clients & profitable in Every Year since inception.  
Applied research partner – various PhD projects ongoing.

# Our Clients - Private



# Our Clients - Public



Calderdale and Huddersfield **NHS**  
NHS Foundation Trust

West Hertfordshire Hospitals **NHS**  
NHS Trust

North Glamorgan  
NHS Trust  
Ymddiriedolaeth GIG  
Gogledd Morgannwg

Coleg y Drindod  
CAERFYRDDIN  
Trinity College  
CARMARTHEN

SWANSEA METROPOLITAN UNIVERSITY  
PRIFYSGOL FETROPOLITAN ABERTAWE

Royal Welsh College of Music & Drama  
Coleg Brenhinol Cerdd a Drama Cymru

Cyngor Cylido Addysg Uwch Cymru  
**hefcw**  
Higher Education Funding Council for Wales

University of  
Bridgend  
BRIDGEND

**UWIC**  
Cardiff's metropolitan university  
prifysgol metropolitan Caerdydd

**CARBON  
TRUST**

**BANGOR  
UNIVERSITY**

UNIVERSITY OF  
GLAMORGAN  
PRIFYSGOL  
MORGANNWG

University  
of Wales,  
Newport  
Prifysgol  
Cymru,  
Casnewydd

UNIVERSITY OF WALES  
**LAMPETER**

**Dyfed-Powys Police**

The Newcastle upon Tyne Hospitals **NHS**  
NHS Foundation Trust

## Key Points

- £1.1M saved over two years
- 6M kWh ahead of target
- Project Pay back – 3 months
- Energy consumption down 20%
- Winner 2007 Energy Management Award

'Without RUMM's help and the leading edge technology employed we would not have achieved these results.'

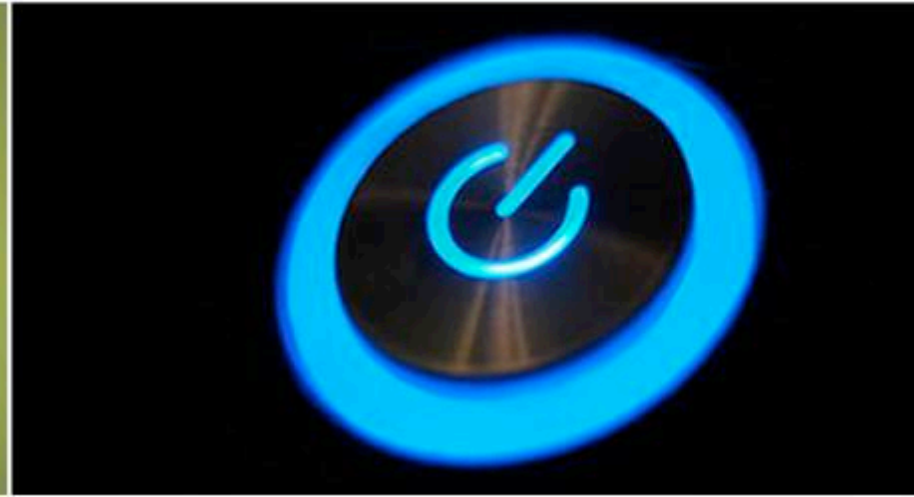
## Key Points

- £3M saved over five years
- Project Pay back - 6 weeks
- 42% Savings on SEC
- Energy consumption down 17% in 10months
- Winner 2006 Energy Management Award

'RUMM has yielded a substantial saving to our energy bill. We have found their approach both professional and well-informed with any requests being followed up by a timely response.'

- Not just about money but money is important
- 100% payback in first Year
- Ongoing savings of circa 10% plus per annum
- All customers have made Net savings
- Finance plans available

The RUMM Promise – The Programme Will  
Cost You Nothing



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Taking Responsibility!