

# How we can help you recover costs from masts and mobile

NHS Midlands and Lancashire is part of the NHS and has teamed up with industry experts to support you in the recovery of income from masts installations on your estate and in reducing costs from mobile phone contracts. The work is carried out with no financial risk on a no win, no fee basis.

## Masts income recovery

Large commercial buildings often house mobile telecom operator devices on their roofs. However, large organisations such as NHS trusts often do not realise they can recover the costs of electricity and power consumption by the rooftop communications installations.

The potential rebates can be in the thousands depending on individual trust circumstances. Claims of up to 12 years back can be submitted.

NHS Midlands and Lancashire can help you recover this lost income and in this way support your cost improvement programmes.

We have already recovered over £2m for hospitals, we are in the process of recovery for others, and we are aware of many more who could claim but have not yet done so.



**“Thanks to NHS Midlands and Lancashire for engaging George Eliot Hospital NHS Trust in the potential recovery of energy costs generated by mobile masts.**

**“We successfully backdated 10 years’ energy costs, which have contributed towards cost improvement programmes at the Trust in circa. £170K.**

**“The whole process from start to finish was made easy with clear engagement to ensure the project was successful.**

**“We fully recommend the service you provided. Thank you!”**

Sean Grant | Waste and Sustainability  
Manager, George Eliot Hospital NHS Trust

## Our solution

**We work with industry experts with a significant knowledge base and experience in cost recovery. Our process includes:**



- Desktop analysis to confirm electricity usage by each individual telecom tenant
- Site audit to confirm supply arrangements and take measurements to determine their usage.
- Determine each individual tenant's lease arrangements relating to electricity
- Liaise with tenants and their agents to confirm the status of their supply and their liability to you
- Calculate historic recovery sums for either 12 years (for contracts under deed) or 6 years (for standard agreements or to the date last invoiced)
- Determine if any use of your electricity and power supply can be recovered
- Invoice each individual tenant and recover the costs owed
- Report with recommendations for your future recovery
- Optional ongoing service to continue reclaiming costs annually on your behalf.

## Mobile contract reviews

### Our service

Helping you to reduce mobile phone spend and improve cost transparency, delivering average savings of 40% for public sector organisations.

Working with a consultant that combines proprietary software with a dedicated team to find the mobile plan that works best for you, saving you time and money.

Truly independent of any mobile network and able to recommend commercial and framework solutions, including Direct Awards under the latest Crown Commercial Services framework.

Flexible delivery offering one-off contract renewal service and ongoing bill monitoring, including technical support.



### Mobile phone case study:

Capital City College Group (CCCG) is the largest further education provider in London, and the third largest in the UK.

We significantly simplified their mobile phone arrangements for 452 mobile phone connections, with monthly usage and spend analysis, detailed reporting and ongoing technical support.

Initially, this led to 15% savings 'in contract' savings, and after new contract arrangements the net savings were 76% on contract renewal.



**"We were very impressed with the detailed analysis. The project plan was clear and the ability to produce monthly usage and spend reports were very helpful for our internal decision-making processes. I don't think that we would have been able to achieve this kind of savings without this support."**

Jeremy Wells | Director of Technology, Infrastructure and Service, CCCG

For more information on our products and services contact us today:

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