



**Orpington**  
Better for Business



Supporting  
Business  
**Reducing  
Costs**

Orpington 1<sup>st</sup> Business Improvement District is working to make Orpington **'Better for Business'**. Our town is constantly evolving and we want to make sure that every BID levy payer can make the most of the new opportunities.

# Forward

**No matter how good you are at procuring on your own, joining forces with other businesses will ensure you receive the best deals.**

Orpington 1<sup>st</sup> BID have set up a partnership with Meercat Associates to deliver a joint procurement service, using the bulk buying power of both Orpington's own business community and that of BIDs across the country, to save you time and money. This service is fully funded and managed by Orpington 1<sup>st</sup> BID.

Meercat Associates are specialists in sourcing and managing contracts for individual businesses and have a track record of partnership-working with BIDs across the United Kingdom. They will secure the best prices, finding the most appropriate service, managing all your contracts when they are up for renewal and switching you to the right deal. Essentially, all the work will be done for you, so you can concentrate on running your business.

The Orpington 1<sup>st</sup> joint procurement service is free to all BID levy payers. No commission is earned on the service; all financial savings are passed on to you.

Many of your neighbouring businesses are already benefiting from the scheme, with some saving more than their BID levy every year. Take a look at the areas you could save in and contact the team today.



**Chris Travers**  
BID Manager

Office. 01689 829 527

Mobile. 07914 689 380

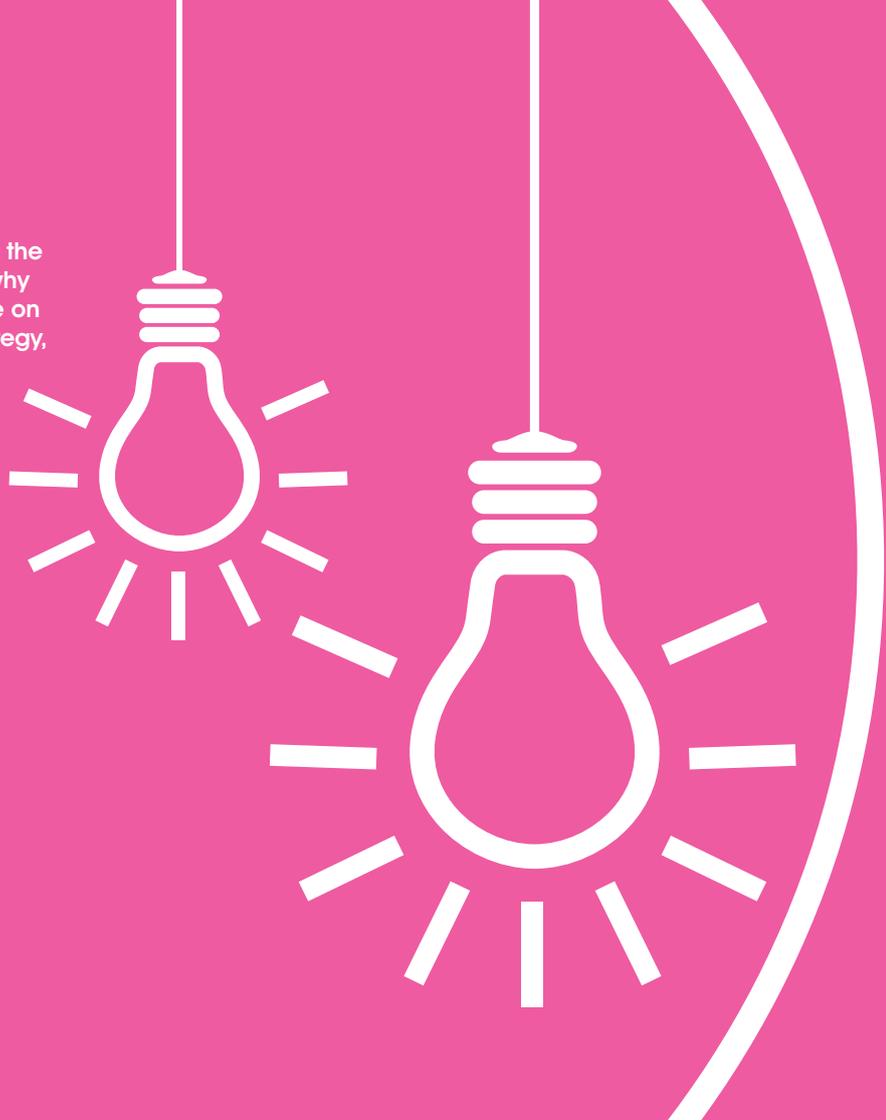
Email. [chris.travers@orpington1st.co.uk](mailto:chris.travers@orpington1st.co.uk)

# Energy

Electricity and gas markets are volatile and finding the best deal is complex and time consuming. That's why we are here to do it for you. Our energy experts are on hand to ensure that you have the right energy strategy, monitoring and contract for your business.

“My business made an annual saving greater than our BID levy through Orpington 1<sup>st</sup>'s joint procurement scheme. The team at Meercat took away the hassle of searching for better deals, giving me more time to get on and run my business.”

Nejmi Hassan,  
Chief Executive Director,  
Vibe Gelateria, Bar & Kitchen



# Merchant Fees

The Meercat team will advise you of the best and most up to date products to suit your specific needs; whether that is accepting payments online, in-store or over the phone.

Last year, VISA and Mastercard reduced their rates to the banks, but in most cases these savings were not passed onto businesses.

Some businesses who have not recently reviewed their merchant accounts have saved 60% or more. Just submit a recent merchant account invoice and Meercat will produce a report showing the potential savings for your business.



On average  
Meercat can save  
you 30% on existing  
fees.



# Waste: CD Waste

Many BID levy payers are already enjoying an improved service and significant savings by switching to our partners, CD Waste. Contact us today and we'll arrange a visit from our representative.

- Reduced Costs
- Improved Service
- Zero to landfill

 By switching to Orpington 1<sup>st</sup>'s preferred supplier for waste management, my company made an annual saving in excess of our BID levy, and received an improved service. 

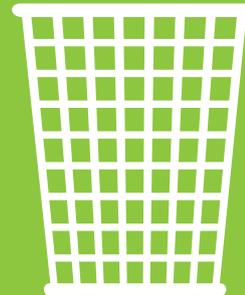
Leigh Chatten,  
Regional Manager,  
O2, Speedcom  
Telecommunications Ltd



Contact:

Chris Travers,  
BID Manager

07914  
689 380



# Water

In April 2017 the commercial water market in England will become deregulated, as it was in Scotland in 2008.

Businesses in England will be able to choose their water supplier, rather than being tied to their default, location-driven provider. It is envisaged that deregulation will therefore lead to competition amongst suppliers, with savings available to businesses who are prepared to test the market.

Meercat will be using their wealth of experience in dealing with national suppliers to help Orpington 1<sup>st</sup>'s levy payers minimise their water bills, managing the process from start to finish.



# Telecoms

Technology changes daily. Landlines, mobiles, VoIP and broadband can result in many different suppliers or countless line items, which makes comparison with market rates confusing. Our telecom experts navigate this complex market, and use our purchasing power to secure you the best rates. Simply provide us with your most recent bill and we will do all the work for you.

**Meercat**

were able to source and compare rates on the same day and then manage the whole process of switching our supply, including all administration.

Sia Bodbin,  
Managing Director,  
Kenton Homes



# IT Services

Cyber-attacks can cost businesses like yours thousands of pounds and cause enormous disruption. Do you have a plan for what you would do if your data was stolen or you couldn't access your emails? Metropolitan Networks are able to recommend products and services that will minimize risk and protect your business from the increasing threat of attacks including Ransomware and Malware.

They also provide a range of managed services, from hosting to Network traffic management, and Flexible Working Solutions, enabling your employees to work from a variety of locations.



Metropolitan Networks offer a discount of 15% exclusively to Orpington BID levy payers.



# Insurance

By bringing together and negotiating for businesses within the same sector we can consolidate your needs and offer better premiums. The Meercat team will do all the work for you and provide you with all the support you need.



# Pest Control

Urban areas are always going to have pest activity, Orpington is no exception. Our pest controllers will work discretely behind the scenes and keep this annoyance under control in both food and non-food environments.

Pests aren't concerned by property boundaries, we provide coordination with neighbouring businesses to keep the problem in check.

Joint procurement not only gives you savings – 27% on average but also provides a strategic view of the town as a whole.



# Testing

By law, every business has to ensure that their building and equipment is safe and tested regularly. By working with us we can ensure that you're getting the best team at the best rates.

Our rates for portable appliance testing (PAT) are around 50% cheaper than market average.



# Handyman

Our one stop shop for all maintenance and handyman requirements. If you're looking for a professional, reliable and cost effective approach with a team you can trust to get the job done, we're the perfect solution.

We will save you 15% on average and remove the burden of finding the skills and people you need.



# Stationery

We will analyse all your requirements and carry out a market test to ensure you receive exactly what you want.

No matter how electronic we become we still require business cards, letterheads and other printed products. We have therefore put together the best quality service at the best rates, exclusively for BID members.

Working together  
we can reduce  
deliveries into the  
BID area while also  
saving you 18% on  
average.



All these services are free and exclusive to our BID levy payers. Get in touch to find out more.

To enquire about Waste collection and IT Services, talk to Chris Travers, Orpington 1<sup>st</sup> BID Manager on **07914 689 380**

For all other services please contact Meercat Associates on **01444 416529**



[www.orpington1st.co.uk](http://www.orpington1st.co.uk)



**Orpington**   
Better for Business

in Association with

 **Meercat**  
ASSOCIATES LIMITED