

# RMM

ENERGY ADVISORS

## Commercial Offer

Structured energy procurement,  
supplier negotiation and market strategy

“ This is not just about asking for prices. It is about structuring a defensible energy decision.

RMM Energy Advisors helps industrial companies, multisite groups and energy-sector businesses make better electricity and gas decisions by combining executive experience, real pricing knowledge and hands-on supplier negotiation.



Total cost and  
contract structure



Expiry dates, risks and  
real negotiation capacity



Direct experience in  
pricing, contracts and  
commercialization



Three service lines: large consumers · industrial and multisite companies · market entry in Spain



# Three Service Levels

A clear, practical offer built around decision quality



## 1. Competitive Energy Procurement Process

For large consumers and multisite groups

- ✓ Procurement strategy and process design
- ✓ Competition between suppliers
- ✓ Commercial and contractual comparison



Best suited for: energy-intensive industry, multisite groups and relevant consumption volumes



## 2. Energy Review and Ongoing Follow-up

For industrial and multisite companies

- ✓ Review of contracts and invoices
- ✓ Power, expiry dates and risks
- ✓ Follow-up and recommendation



Best suited for: companies seeking expert criteria without running a full process



## 3. Spanish Energy Market Entry Advisory

For international companies

- ✓ Market entry advisory
- ✓ Channels, pricing and regulation
- ✓ Opportunities, partners and positioning



Best suited for: suppliers, technology firms, traders and energy platforms



Each service level addresses a different need, with the same focus: **total cost, risk, contract structure and defensible execution.**

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## How We Work

A clear methodology for structuring energy decisions



1



### Diagnosis

Current contract,  
consumption profile,  
expiry dates and risks

2



### Strategy

Procurement structure,  
scenarios and  
market criteria

3



### Negotiation and comparison

Competition between  
suppliers and  
contractual reading

4



### Executive recommendation

Defensible decision,  
follow-up and  
next steps

## Why RMM



Real experience from  
the other side of the table



Founder and managing director  
of 2 electricity and gas retailers



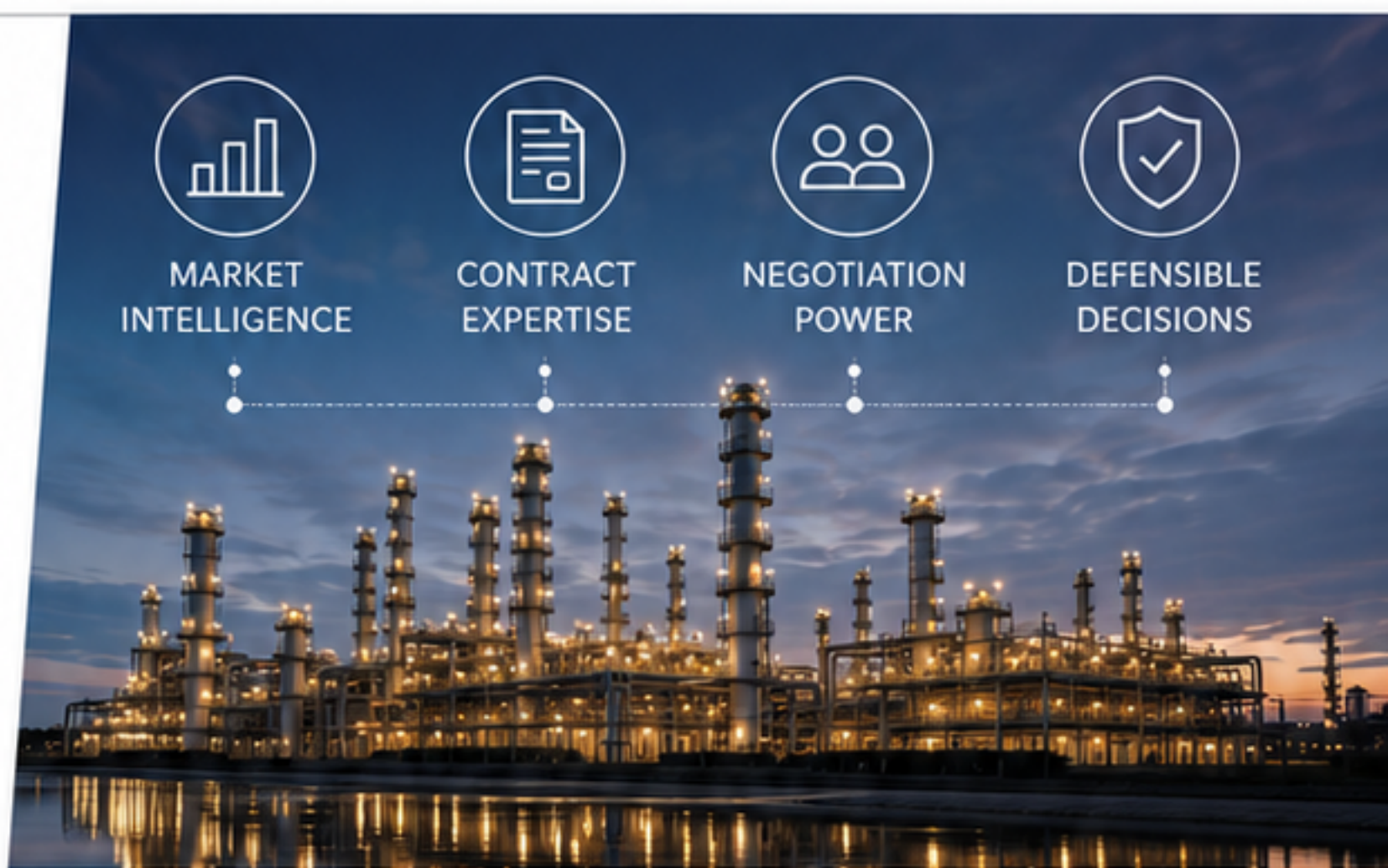
Hands-on expertise in  
pricing, contracts and negotiation



Commercial leadership experience  
at Shell LPG and Aggreko



Practical perspective for industry,  
multisite and the Spanish market



MARKET  
INTELLIGENCE



CONTRACT  
EXPERTISE



NEGOTIATION  
POWER



DEFENSIBLE  
DECISIONS



## Let's talk

If you want to review contracts, prepare a negotiation or assess an opportunity in the Spanish market, RMM can help structure the decision with executive-level criteria.