



# £1.3 million saved for the public purse

Using our gainshare  
model to invest in  
infrastructure changes, to  
combat budget constraints

The water experts

**business stream**  
A SCOTTISH WATER COMPANY





## No capital? No problem!

Get the green light now to make savings for your business.

Business Stream's experts pioneered a 'gainshare' model to help Glasgow City Council implement water efficiencies when the council's budget couldn't stretch.

### THE CHALLENGE

Keen to find efficiencies, Glasgow City Council asked us to scope out potential water savings across its 700-plus sites. Our experts' analysis suggested the council and its sport and culture operator stood to save as much as £1 million by implementing water efficiency measures. There was just one problem. Pressure on budgets meant that the council couldn't find initial investment to release those savings.

### THE SOLUTION

In discussion with the council, we came up with a pioneering 'gainshare' model. Business Stream would fund upfront investment in the infrastructure and labour required. In return, we would take a share of the

savings as they were realised.

With the agreement in place, we set to work by:

- installing automated meter readers (AMR) at key sites to identify unusual water consumption
- tracking down and tackling hidden busts across the estate
- installing water-saving devices in sinks and toilets where analysis suggested these could deliver savings.

### THE SUCCESSFUL OUTCOME

Our work has yielded savings even higher than originally forecast.

- Over four years, we expect to be able to help the council

save £1.3 million.

- That equates to 1,105 tonnes of carbon – helping the council meet its emissions targets too.
- The council has therefore recouped big savings without having to stump up capital investment.

"It's the perfect arrangement for us – one that other progressive public bodies will want to explore"  
Maureen Buchanan Corporate Procurement (Utilities), Glasgow City Council

Speak to our team of trade effluent experts by visiting [business-stream.co.uk](http://business-stream.co.uk)

