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CASE STUDY

Energy Company Recovers £3.8M in Tail Spend with AI Contract Intelligence

Contract Intelligence via Acuity

£3.8M recovered in tail spend

Executive Summary

An energy and utilities group held over 3,000 software contracts across its generation, distribution and corporate functions, with no central visibility of terms or renewal dates. Livingstone's Contract Intelligence service used Acuity's AI powered analysis to surface £3.8M in recoverable tail spend within four months.

The Challenge

An energy and utilities group's software contract estate had grown through decades of decentralised procurement across generation, distribution and corporate business units, resulting in over 3,000 individual agreements stored across disconnected repositories.

Finance had no reliable way to identify auto renewing contracts, duplicate tooling purchased independently by different business units, or unfavourable terms buried in long tail agreements. Manually reviewing the contract estate was estimated at several years of effort using existing procurement resource, which leadership judged impractical.

FAST FACTS

CLIENT
Energy & Utilities Group

SIZE
27,000 employees

SECTOR
Energy & Utilities

LOCATION
United Kingdom & Europe

SERVICE
Contract Intelligence (Acuity)

SAVINGS
£3.8M recovered

The Solution

Livingstone deployed Acuity's AI powered contract analysis to ingest and extract key terms, including renewal dates, auto renewal clauses, pricing structures and termination notice periods, across the full estate of more than 3,000 contracts.

A Tail Spend Control programme used the resulting data to identify duplicate and overlapping tooling purchased independently across business units, alongside contracts with adverse auto renewal terms. Livingstone prioritised a shortlist of the highest value opportunities for active negotiation and consolidation, rather than presenting an undifferentiated data dump back to a stretched procurement team.

The Outcome

Within four months, the Contract Intelligence engagement identified £3.8M in recoverable value, split between cancelled or renegotiated duplicate tooling and avoided unfavourable auto renewals. The client also gained a permanent, searchable contract repository for the first time.

Key Success Factors

- AI powered extraction that made an estate of more than 3,000 contracts analysable in months rather than years
- A prioritised, action ready shortlist rather than raw extracted data
- Identification of duplicate tooling purchased independently across decentralised business units

Conclusion

> The client's procurement function now has structured visibility of its full contract estate for the first time, with Acuity providing an ongoing early warning system for upcoming renewals and auto renewal risk.

Want to uncover hidden value in your software estate?

Get in touch with Livingstone to see how our independent advisory services can help you achieve similar results.

Contact us today

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