Domestic supplier liaison meeting 9 November 2022



Agenda

Time	Agenda item	Lead
9.30 – 9.40	Introduction Actions from last meeting	Natasha Gilmour Suzi Cassie
9.40 – 9.55	Consumer Service Operations update	Leanne Dullard
9.55 – 10.05	Advice Direct Scotland Operations update	Hazel Knowles
10.05 – 10.50	 Extra Help Unit Operations update Additional Support Project Update on D365 Development Self-disconnection process consultation Case Trends CivTech challenge 	Natasha Gilmour Angus McMillan George Holmes

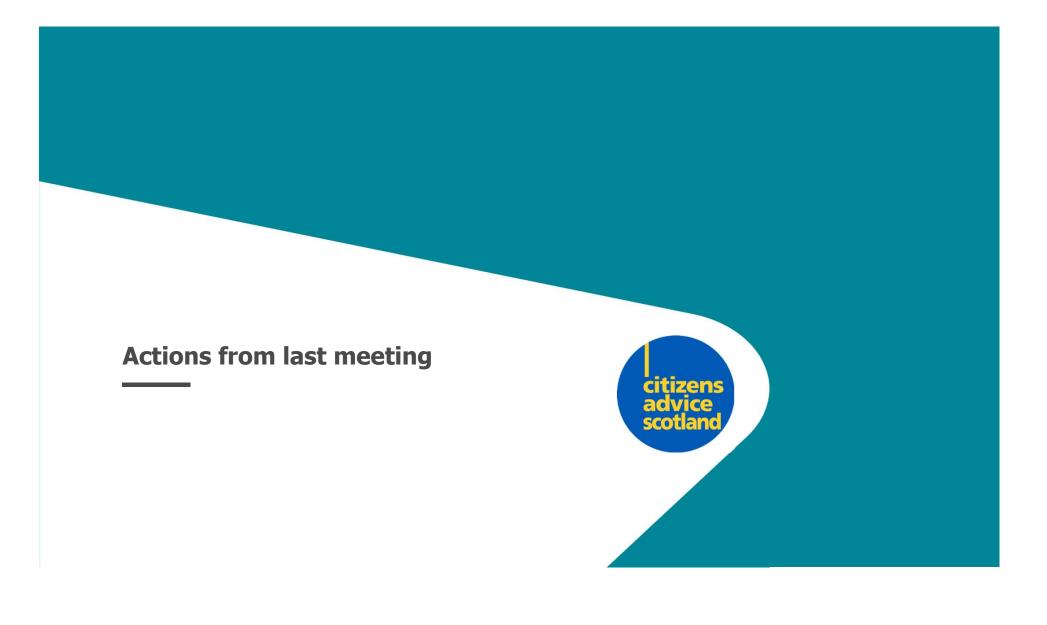




Time	Agenda item	Lead
10.50 – 11am	Ombudsman Services: Energy Operations update	Dan Bowler
11am – 11.05	BREAK	
11.05 – 11.35	Supplier Spotlight EDF's support packages for consumers in payment difficulty Group discussion	Sharon Gill, EDF Energy Open for attendees
11.35 – 11.45	Citizens Advice Energy Policy Team Operations update	Andy Manning
11.45 – 12noon	AOB & Close	Natasha Gilmour







Consumer service update, quarter two 2022/23





Leanne Dullard Operations

Performance and Operations Q2

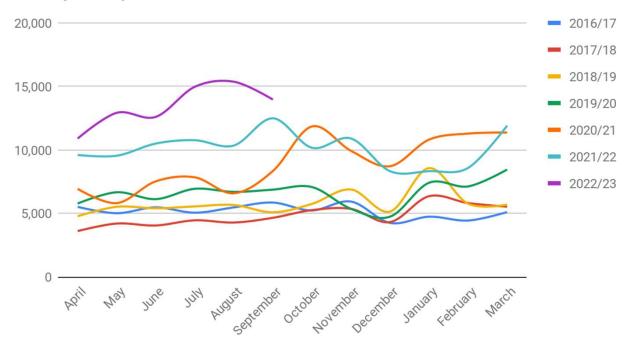
Key points from Q2 are:

- Contacts offered for Q2 22/23 have increased by 78.32% compared to Q2 21/22
- Continue to monitor issue codes to make sure cases are being coded correctly. We have focused the last few months on all the new affordability codes
- Onboarding 20 new advisers to help with the high volumes of contacts we are receiving. Some advisers have already gone live, with the remaining advisers continuing to go live up until the beginning of December



Contact volumes comparison 2016/17 to 2022/23

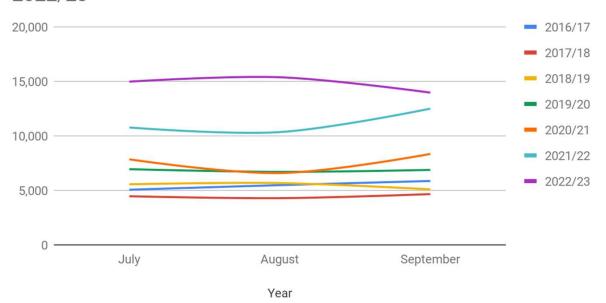
Yearly comparison of contacts answered 2016/17 - 2022/23





Q2 contact volumes comparison 2016/17 to 2022/23

Yearly comparisons of Q2 contacts answered 2016/17 - 2022/23





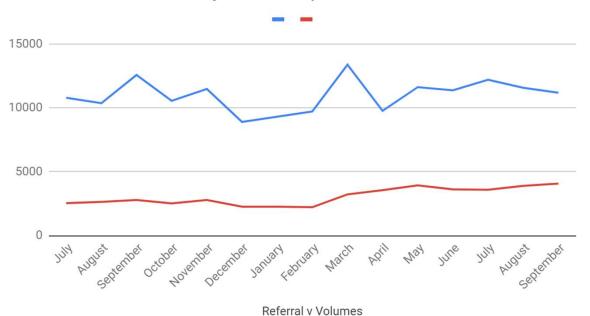
End of call survey trends 18/19 - present





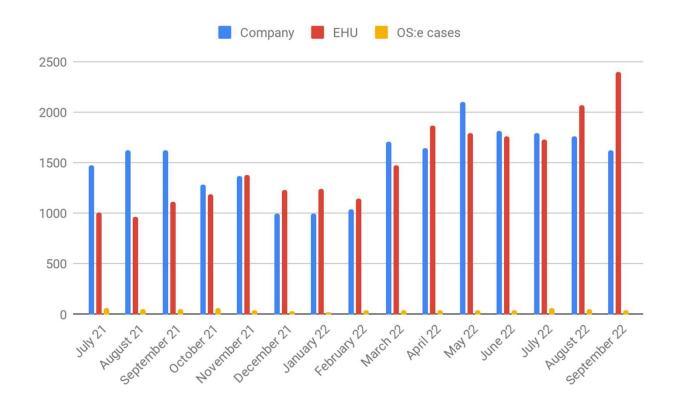
Referrals against volumes July 21 - September 22

Volumes v referrals July 2021 - September 2022





Referral proportions July 21 - September 2022





Recorded information on the IVR

	Priority calls	Price cap information	Supplier of last resort	Energy hints and tips
Apr 22	2,072	Unavailable	Unavailable	
May 22	1,770	398	1,391	
June 22	1,801	321	1,055	
July 22	2,196	394	1,384	
Aug 22	3,118	1,393	492	
Sept 22	3,610	3,181		1,586



Trends

Quarter 3 Oct - Dec 21	Quarter 4 Jan - Mar 22	Quarter 1 April - June 22	Quarter 2 July - September 22
Credit refund issue (1664)	PPM self disconnection (unable to credit meter) (2,065)	PPM self disconnection (unable to credit meter) (1,874)	PPM affordability self disconnection unable to credit meter (2,713)
Inaccurate bill or inaccurate estimated bill (1292)	Credit Refund Issue (1,453)	PPM affordability self disconnection unable to credit meter (1,610)	PPM self disconnection (unable to credit meter) (2,209)
PPM self disconnection (unable to credit meter) (1282)	Price/tariff information (1,384)	Disputed bill, customer not responsible (1,562)	Inaccurate bill or inaccurate estimated bill (1,551)
Price/tariff information (752)	Inaccurate bill or inaccurate estimated bill (1,275)	Inaccurate bill or inaccurate estimated bill (1,445)	Debt recovery practices (1,122)
Direct debit issues (689)	Disputed bill, customer not responsible (980)	Price/tariff information (1,113)	Pricing information (1,094)
Disputed bill, customer not responsible (662)	Debt recovery practices (832)	Pricing information (919)	Price/tariff information (977)
Debt Recovery Practices (653)	Pricing information (689)	Direct debit issues (864)	Direct debit issues (966)
New account issue (557)	Direct debit issues (654)	Debt recovery practices (864)	Disputed bill, customer not responsible (893)
Final account reconciliation (532)	Administrator/debt issue (6 32)	Administrator/debt issue (697)	Administrator/debt issue (681)
Domestic supply disconnected (522)	Difficulty contacting supplier (605)	Difficulty contacting supplier (637)	Catch up bill received (619)

Q2 Trends split by nation

England	Wales
PPM affordability self disconnection unable to credit meter	PPM affordability self disconnection unable to credit meter
PPM self disconnection (unable to credit meter)	PPM self disconnection (unable to credit meter)
Inaccurate bill or inaccurate estimated bill	Inaccurate bill or inaccurate estimated bill
Debt recovery practices	Disputed bill, customer not responsible
Pricing information	Debt recovery practices
Price/tariff information	Direct debit issues
Direct debit issues	Price/tariff information
Disputed bill, customer not responsible	Pricing information
Administrator/debt issue	Administrator/debt issue
Catch up bill received	Unable to credit PPM (faulty meter/payment device)



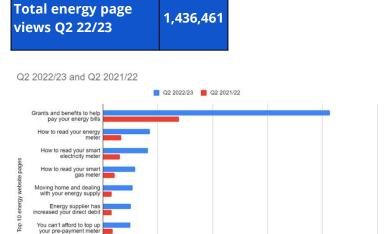
Q2 new affordability codes

Code	Description	Advice only	Company referrals	EHU	Energy ombudsman	Other	Blank	Total cases
DD20 (new)	Credit meter affordability: direct debit or next bank transfer payment to cause financial detriment	395	41	16	1	0	0	453
DD19 (new)	Credit meter affordability: missed direct debit or bank transfer payment	393	17	9			0	112
DD18 (new)	PPM affordability: topping up causing financial detriment	426	13	133	1	0	0	573
DD17 (new)	PPM affordability: self- disconnection (unable to credit meter) - failed supplier	36	3	87	0	0	0	126
DD16 (new)	PPM affordability self disconnection unable to credit meter	1724	32	2686	1	0	0	4,443



Google analytics - energy pages

Top 10 energy website pages	Q2 2022/23	Q2 2021/22
Grants and benefits to help pay your energy bills	413,315	138,607
How to read your energy meter	85,715	32,956
How to read your smart electricity meter	81,526	30,461
How to read your smart gas meter	58,628	21,358
Moving home and dealing with your energy supply	53,629	15,515
Energy supplier has increased your direct debit	50,901	15,843
You can't afford to top up your pre-payment meter	50,056	17,529
Struggling to pay your energy bills	46,360	8,577
Find out who your gas or electricity supplier is	45,902	17,769



200,000

500,000

100,000



Signposted cases for Q2

Signposted to	Total signposts
Citizens Advice local office	4,858
Energy ombudsman	658
National debtline	353
Ofgem	338
Shelter	194
Information Commissioner's Office	93

Signposted to	Total signposts
Citizens Advice Scotland	44
Law society	36
Consumer council for water	21
Age Concern	17
Financial Ombudsman Services	9
Other	39,834



Total signposts for Q2 - 46,455

Looking ahead

- We are moving to a new phones platform at the beginning of December.
 We don't anticipate any impact on service delivery but we will have fallbacks in place incase of any issues
- We are anticipating that with our increased number of energy advisers, we will be able to answer more demand and be able to help more clients particularly during these difficult times



Presented by: **Leanne Dullard** Date: **9 November 2022**







Key Information from Q2



- Customer contacts increased by 124% from the Q2 the previous year
- Key Contributor to First Minister's energy summit
- New advisors joined team
- Joined the Tripartite meeting
- Monthly and quarterly meetings with key suppliers



First Minister's Summit



- Strategic relationships with senior executives at
 - Scottish Power, Scottish Gas, OVO/SSE; EDF, Eon Next.
- Additional partnership engagement
 - Fuel Poverty Advisory Panel, Energy Action Scotland, Federation of Small Businesses, Energy Consumer Committee
- Members of new Scottish Energy Insights Coordination Group



Supplier Engagement



Scottish Power

Met with Duncan Beattie (Commercial Director) & Andrew Ward (CEO of UK Retail), Improved signposting on their website and bills, agreed escalated complaints advisors able to issue emergency vouchers

British Gas

Alex Anderson (Head of Public Affairs) visited our offices this month, they have given us access to their direct off supply number.

EDF

Christopher Dalley (Revenue Operations Director) & Sharon Gill (Customer Relations Manager) visited our offices to discuss signposting and support for vulnerable customers, we will also be working with EDF to help write-off debt for approximately 400 of their Scottish customers who have been classified as significantly vulnerable.



Supplier Engagement



OVO / SSE

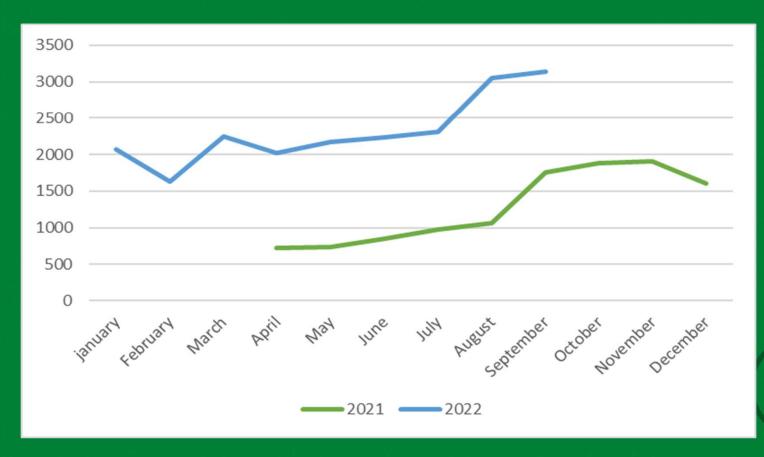
Gareth Wood (Vice President of Operations) & Anu Gibson (Customer Experience & Complaints Director) met with us to discuss how signposting could be improved for their Scottish customers. All website and bill communications have now been updated to include our information.

EON Next

Sarah Oldman (Head of Affordability & Vulnerability) & Ramona Vlasiu (Chief Operating Officer) are due to visit our offices in November to discuss signposting improvements and initiatives to support their most vulnerable customers

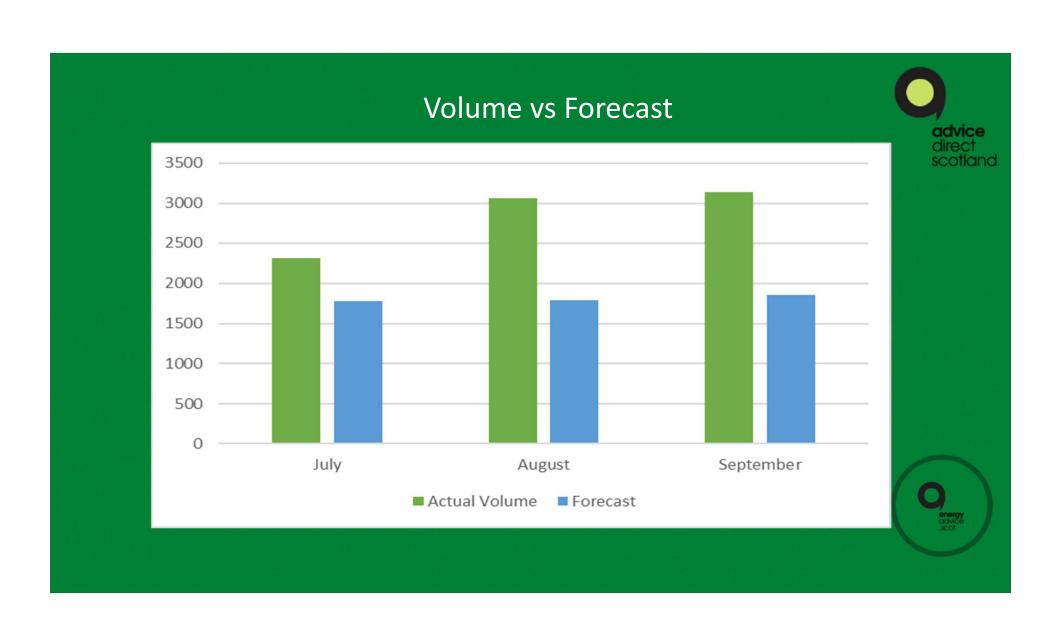


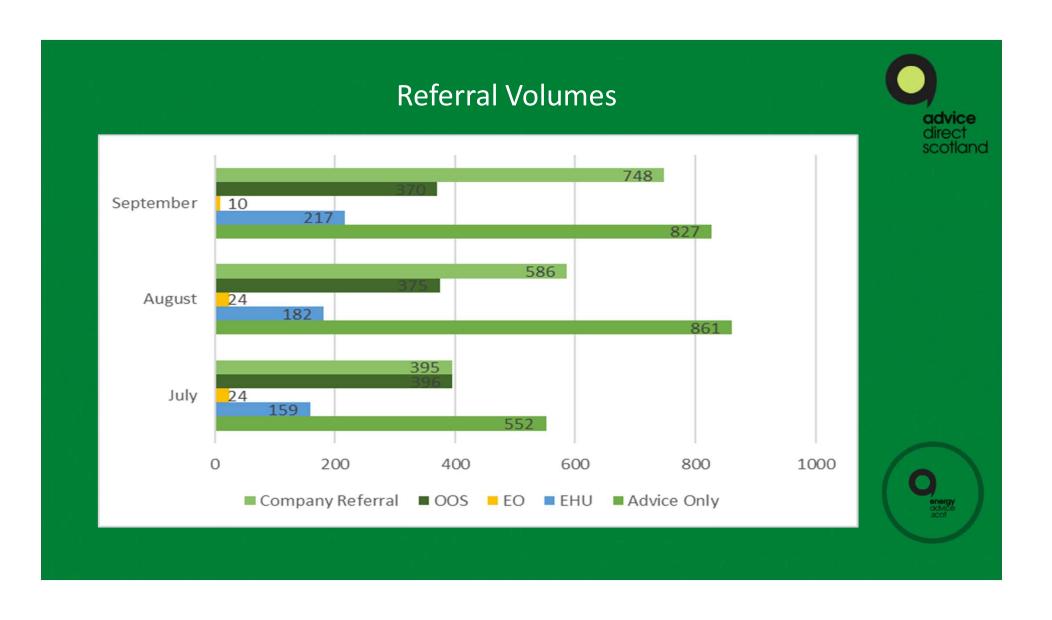












Top 5 Energy Codes

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SCC	otia	nc

Energy Codes	Contacts	Percentage
Advice/information; Company contact details; Customer Dissatisfaction	1938	29.72%
Advice Information; English Callers/Debt	1023	15.69%
Billing; Disputed bill, Customer not Responsible	444	6.81%
Advice/Information; Pricing Information	251	3.85%
Billing; Price/Tariff Information	239	3.67%



Affordability Codes

Affordability Code	July	August	September	Total
Self-Disconnection (unable to credit meter)	104	102	166	372
Debt Recovery Practices	45	74	57	176
Topping up Causing Financial Detriment	27	49	79	155
Credit Meter Affordability: Direct Debit or Next Bank Transfer Payment to Cause	1	14	22	37
Financial Detriment Prepayment Meter Force Fitted / Forced Remote Change to Prepayment Mode	6	12	10	28

Internal Referrals



- Moneyadvice.scot
 - In the same quarter reduction in debt for customers amounted to £412,030
 - Income maximisation (benefits) amounted to £496,496 for customers
- Homeheatingadvice.scot
 - Number of referral partners is now 831
 - Energy debt reduced by £108,4874 in this quarter



Extra Help Unit



Developments

- Compliant volume going to EHU
- Additional access to direct supplier support for off supply customers
- Changed consent question wording to improve referral quality



Media Coverage



Energy bills could hit £5,456 a year for households under latest price spike prediction



THE SCOTTISH POWER DOWN Scots urged to limit use of energy-sapping small appliances in soaring bills warning amid cost of living crisis

IrvineTimes Callous crooks us potential victims

Callous crooks use energy discount scheme to target



Callous crooks use energy discount scheme to target potential victims



Callous crooks use energy discount scheme to target **ette** potential victims



Scots household energy bills could hit £4,000 per year amid tight cost of living crisis



Scottish households worried about rising energy bills and cost of living crisis can now get dedicated help



HE SCOTTISH CON ALERT I'M a scams expert, here's how to avoid the cost of living cons hitting hard-working Scots

Daily 🐒

Lanarkshire consumers warned about cost-of-living scams as part of ScamWatch Fortnight campaign

THE TIMES

Country pubs to close for winter when bills outstrip their income





Cost of living crisis: Energy bills to hit £4,000 a year

edinburghlive

Edinburgh man, 88, handed £1,300 energy bill after switching to new provider

THE NAT#ONAL

Advice Direct Scotland urges people talk about mone

The Northern Times

Sutherland residents warned about cost-of-living cons - Scottish ScamWatch Fortnight campaig











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Scots issued warning over cost of living scams as new campaign launched



The voice of Scotland's vibrant voluntary sector

Cost of living scams you should watch out for as criminals prey on struggling households

John O'Groat Journal Caithness Courier

Caithness residents warned about cost-of-living cons - Scottish ScamWatch Fortnight campaign hammers the scammers



SNP Conference & Cost-of-Living Fringe Event

























The Press and Journal

EveningExpress

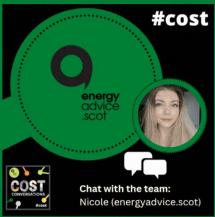
Spike in suicidal cries for help in Aberdeen blamed on cost of living crisis

An Aberdeen MP says her office has dealt with more suicidal constituents in a fortnight than they have in "whole years" as a result of cost of living pressures.



#cost Conversations Campaign

















Case Study: Complex issue concerning direct debit levels, affordability, and smart meters





Who?

Customer suffers from ME and needs to keep home well heated as a result

What Happened?

The customer had an ongoing issue with their supplier regarding a smart meter fault. Their direct debits were fluctuating greatly, at one point up to £550 for the month, and the usage on their bills did not match the smart meter display

What we were able to do?

We transferred her through to the supplier, who was able to take meter readings, issue an accurate bill and reduce the direct debit to an affordable level.

In addition they were referred to homeheatingadvice.scot and were awarded £1212



Case Study: PPM remote switching for a vulnerable customer





Who?

Customer is disabled and needs a constant electrical supply for medical equipment

What Happened?

Customer had a debt of £300 with their energy supplier, and their smart meter was remotely switched to prepayment mode with a high debt repayment level set. The customer had struggled to contact their supplier.

What were we able to do?

We were able to refer the case to the energy ombudsman due to sustained difficulty as well as referring them to homeheatingadvice.scot.

Homeheatingadvice.scot awarded £700 to clear debt and assist with future bills



Looking Ahead

- Continued work with suppliers to support vulnerable customers
- Working with EDF, Octopus and British Gas Energy Trust to support vulnerable customers with debt write off and other support.
- Increasing immediate support for off supply customers
- Working on a sentiment analysis for both voice and data to identify not only hidden vulnerabilities but also individuals who are particularly stressed or anxious – this would also apply to our customer facing agents.







Extra Help Unit



Supplier Liaison update

9th November 2022 Natasha Gilmour, Angus McMillan & George Holmes



Scene Setting – Scottish Perspective

Demand for online advice for people struggling to pay their **mortgage** soared in September, according to new data released by Citizens Advice Scotland (CAS).

Their September data report shows demand increased by **287%** in September 2022 from September 2021. https://www.cas.org.uk/system/files/publications/data_report_sept_22_0.pdf

People in debt "trapped" as cost of living crisis escalates

1 in 2 have no money to pay down debts after covering essentials

People in debt are facing the prospect of being "trapped" by an escalating cost of living crisis, a new report from Citizens Advice Scotland (CAS) has found. The report looks at the experiences of almost 3,000 complex debt clients receiving help from the CAB network. A complex debt is where someone has multiple debts to different creditors or a single liability which requires specific legal or administrative work.

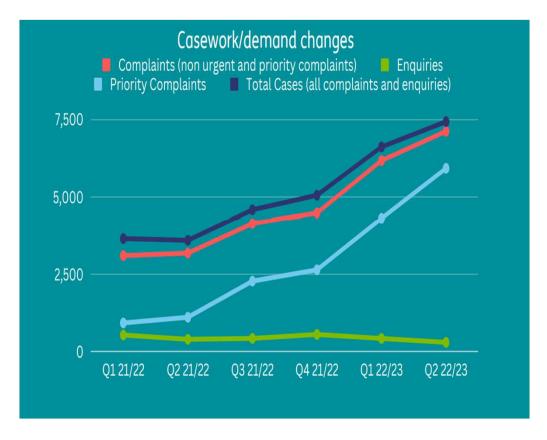
Looking at the experiences of clients from spring 2021 to spring 2022 it found:

- 1 in 2 complex debt clients have no money to pay down their debts after covering essentials
- A huge increase of people taking longer to clear their debts, with a 65% increase in people taking 5 to 30 years

CAS said the findings reflected that the cost of living crisis impacted people in debt far sooner than the rest of the population, with clients struggling with finances in over the past year, before significant rises in inflation or energy bills.



Casework Volumes



Q1 to Q2 22/23:







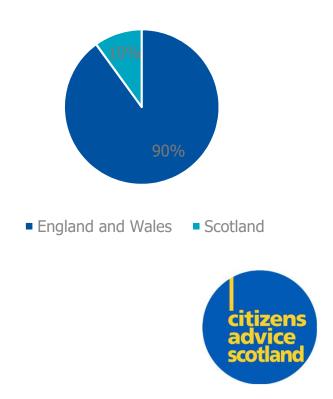


Referral Partners

Main referral partners across nations



Geographical split of Casework



KPI Performance



	60% of complaints closed within 35WD	75% of complaints closed within 66wd	70% of Priority complaints closed within 20WD	70% of cases categorized as green, 90% categorized as green or amber	80% of complaints closed with a positive outcome	85% of consumer s satisfied with service
Q1 22/23	67%	82%	76%	77% and 95%	84%	93%
Q2 22/23	86%	95%	89%	92% and 67% (only 2 months)	85%	90%



Accent research cases closed: June to August 2022

79% would recommend EHU services

82% satisfied

with outcome

87% satisfied with handover to EHU

89% happy with length of time to deal with problem

feeling less stressed after support

Outcomes and measures



Financial redress £469k



Fuel Bank Vouchers 581, supporting 1600 people in households



Answered 97% of calls (calls up by 18%)

91% commented positively about staff

Operational Issues

Resources

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In line with business case 22/23



New cases – non urgent

Day 6, less than 100 cases



Training



- Managing your stress bucket https://ginlalli.com/
- Managing suicidal conversations
- Energy crisis team given suicide prevention training to help people worried about cost of living Daily Record
- https://www.helenpettifer.com/vulnerable-customer-training



Operational Development

Sevicemail Replacement

- 21st September transition to D365 for all cases. 215 cases migrated.
- Reporting and portal



Additional Support Project

 A soft launch of the project was initiated in September. We are exploring how service design can help reduce re-occurrence demand for EHU and enable the EHU to provide more personalised advice and support to vulnerable domestic consumers who may not be getting the help they need to improve their financial and wellbeing status.



Civtech Challenge - How can technology help to quickly identify people in the most vulnerable situation and prioritise the support for them?



https://www.civtech.scot/civtech-8-challenges



Christmas opening hours

Closed: 27th and 28th December, and 2nd and 3rd January.

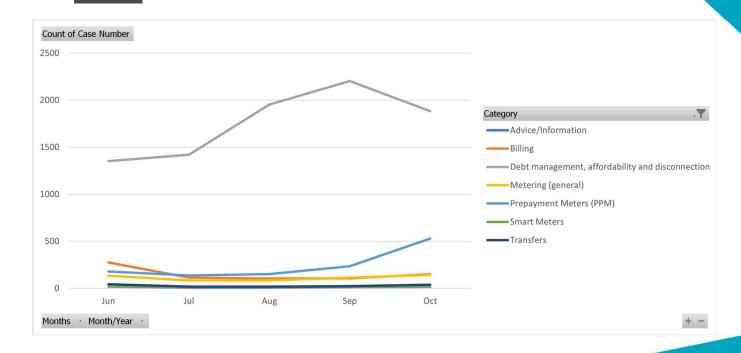
Consumer Service will send **off supply cases** directly to suppliers on the **3rd January**.

If consumers are unable to arrange for their supplies to be restored directly, they will be advised to inform the Consumer Service and be referred to the EHU for the matter to be picked up on the 4th January.

Open regular hours on all other working days.



Category codes Jun – Oct 2022/23





Top low level category codes: June to October 2022

	June	July	August	September	October	Total
Self-Disconnection' categories	1158	1197	1750	2002	1646	7753
Unable to top up' categories	158	134	137	215	436	1080
Debt Recovery Practices	54	72	50	65	63	304
Forced mode change/Forced PPM	55	63	64	38	55	275
Disputed bill, customer not responsible	76	32	32	36	39	215
Meter Provision or Exchange	48	31	36	46	47	208
Inaccurate or Inaccurate Estimated Bill	71	29	32	33	41	206
Supply Point Administration Query	44	25	26	34	42	171



Forced remote mode change or PPM force fitted

We have noticed some increasingly concerning cases in relation to the force fitting of prepayment meter or meters being switched into prepayment mode.

Some cases have been logged under other category codes based on what the immediate concern was, rather than the root cause:

- Unable to credit meter categories
- Self-disconnection categories

Work planned with team to make sure most appropriate category code is selected.



PPM Force Fitted and Forced Remote Mode Change concerns

Not safe and practical

Significant proportion of cases involve consumers who have serious physical and/or mental health conditions making a prepayment meter unsuitable.

Opportunities not taken to identify vulnerability

Often the consumer has been engaging with the supplier, and it appears insufficient efforts have been made to identify vulnerability, or important information provided by the consumer was ignored.

Affordable payment options not exhausted

In some cases, it does not appear that enough effort has been made to offer affordable payment plans, or to obtain actual readings

Working Together



Escalations – the number of cases that require escalation has grown in recent months for a variety of reasons:

- Supplier performance/lack of suitable updates
- Increased volume of cases, means more escalations even if this was the same proportion of total volume
- With additional resource in place at the EHU, and fewer priority cases in October compared to September, team has had more opportunity to chase and escalate cases



Please ensure that your resources for case management and responding to escalation in a timely manner is sufficient.

Self-disconnection process consultation



Why were we consulting on this?

Volumes of self-disconnection referrals to EHU have been at record levels during Q1 and Q2 of 2022/23.

Our Casework team and suppliers have faced challenges meeting this demand, leading to a surge in escalations and general frustration.

We have on occasions had to temporarily move to emailing some cases to suppliers and it was fed back that this might be a better standard approach.



What are the specific problems with the self-disconnection process

Making initial contact with the supplier/phoneline problems

Confirming case is being actively worked when can't phone it through

Build-up of unresolved cases later in the day

Lack of clarity regarding intentions when a case is referred after 3pm

Problems contacting suppliers regarding escalations

Supplier understanding of when written responses are needed

Problems tracking the cases received

EHU call volumes



Self-disconnection consultationQuestions posed

- 1. Should we email self-disconnection cases using a short proforma, rather than call these in?
- 2. Where a case is emailed across, this would not be chased by Caseworker or an escalated contact for 2 working hours. Are suppliers happy to take on more responsibility for progressing cases during this time?
- 3. Except if there was severe vulnerability, would suppliers accept responsibility for progressing cases referred after 3pm the same day without escalation? The 2 hour time scale for responses would roll-over to the next working day.



Also asked some additional questions.

Self-disconnection process consultation responses

All domestic suppliers were sent the consultation and 7 of these companies provided written responses.



A variety of viewpoints shared:

- Several suppliers welcomed the idea suggesting it would help them balance workloads better
- Some suppliers said they were interested, although with some reservations, and would like to discuss more
- A few suppliers felt that they would prefer to receive a call to ensure case was identified



Self-disconnection process consultation decision

After reviewing response and re-engaging with staff, we have decided to proceed with the new process, but only should suppliers wish to opt into it.

This will mean there will be two processes, but we expect suppliers to agree to strictly follow one or other option.

We will finalise the process document and circulate to all suppliers in the coming days, with a template that will be used for the pro forma.

The suppliers which expressed most interest will be contacted first. Will operate on a trial basis.



Questions?



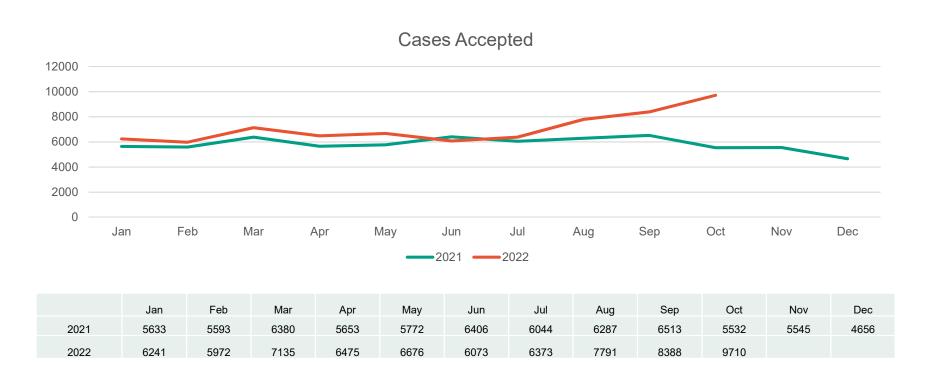
EHU Domestic Supplier Liaison

Ombudsman Services

9/11/22



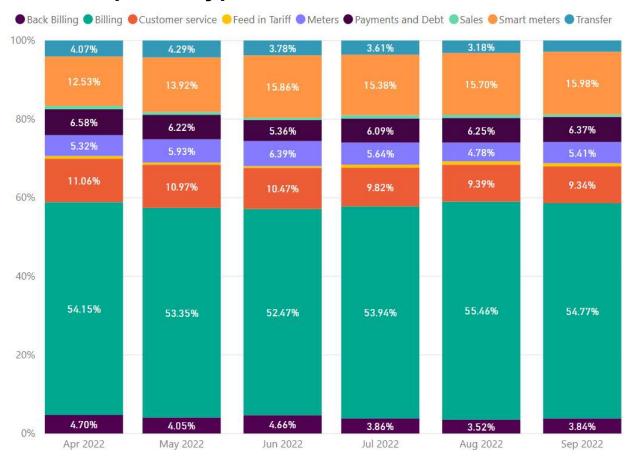
Complaints accepted continue to increase in 2022







Complaint types



Smart meter complaints increased consistently month on month through Q2 and Q3

All other areas remain at a similar level



Overall, Signposting rates not improving but speed of decrease has slowed



Between January 22 and June 22 we saw an increase of no evidence of signposting of over 10%.





Summary

- High volumes of contact into our enquiries teams, with case numbers increasing significantly month on month.
- Increases due to general cost of living crisis, consumers looking for support as more aware of Energy bills and associated costs.
- Mid transition to new operating model to improve consumer journey.
- Energy broker scheme live on 1st December all ahead of schedule with vast majority of Brokers registered



Break

11am - 11.05am



Supplier Spotlight 11.05am - 11.35am

EDF Energy's support packages for consumers in payment difficulty Sharon Gill, EDF Energy

citizens advice scotland

Group discussion Open for attendees from energy suppliers

Energy Team Update



Supplier Liaison Meeting 9th November 2022



Contents

- 1. Publications, blogs and consultation responses
- 2. Team updates
 - Energy Retail Markets
 - Net Zero Homes
 - Energy Network and Systems

Recent publications

<u>Future Network Regulation: Delivering a regulatory framework fit for the future</u>

Out of the cold? Helping people on prepayment meters stay connected this winter

<u>Demanding attention: Managing risks with demand-side response, to improve customer experience tomorrow</u>

<u>Insulation Nation: The roadmap to a future of affordable energy</u> <u>bills</u>



Recent Blogs

- REMA What it is and how it can deliver for consumers
- The cost of living crisis is hurting working households, and worse is yet to come
- It's price control time... again... So how do Ofgem's electricity distribution Draft Determinations (decisions) hold up?
- Student moving into a new house?
- Small businesses on the brink as energy prices increase
- What does the price cap mean for me?

Consultation Responses

- We have responded to the <u>Ofgem Open Letter on Future Network Regulation</u>, to the <u>Ofgem Access SCR Assessment Methodology consultation</u>, BEIS's consultation on the <u>'Review of Electricity Market arrangements'</u> and BEIS's consultation on <u>delivering a smart and secure electricity system</u>.
- We also responded to Ofgem's consultation on <u>amending the methodology for</u>
 setting the Earnings Before Interest and Tax (EBIT) allowance, Ofgem's request
 for <u>feedback on extending the market stabilisation charge</u>, Ofgem's consultation
 'Accelerating onshore electricity transmission investment' and the <u>Ofgem RIIO-</u>
 ED2 Drafts Determination consultation.
- We also responded to the <u>ENA Flexibility Consultation 2022</u> and published <u>Supporting energy customers as bills rise:</u> A good practice guide for Winter.
- See all our consultation responses <u>here</u>

Energy Retail Markets Team: updates

Current policy/advocacy work

- Recently published <u>Out of the Cold</u>, tracking the escalation in prepayment switches
- Good Practice Guide for energy companies this winter, highlighting the steps energy suppliers can take to support people struggling to pay their bills
- Recently published <u>Access Denied</u>, looking at digital disadvantage and exclusion in the energy sector

Coming soon

- Update from the Vulnerability Tracker longitudinal research
- Update from Future of Energy Bills review



Net Zero Homes: updates

Current policy/advocacy work

- Published <u>Insulation Nation</u> report calling for greater investment into household energy efficiency measures as a response to the Cost of Living crisis.
- Updated our DSR risk register <u>Demanding Attention</u>.
- Various speaking events including sessions at the Conservative Party Conference,
 Solar & Storage Live and online webinar sessions.

Coming soon

- Energy efficiency report focusing on Wales
- Research on smart technologies and vulnerable consumers
- Research on Local Area Energy Planning
- Blog on the consumer experience of public EV charging stations



Energy Networks & Systems Team: updates

Current policy/advocacy work

- Published research on Future Network Regulation to support our response to Ofgem open letter
- Held a stakeholder workshop regarding consumer representation regarding the Review of Electricity Market Arrangements
- Led a group reporting on how to represent consumer interests in innovation projects funded through network charges
- Assessed Draft Determinations for Electricity Distribution business plans

Coming soon

 Working with the Electricity System Operator on consumer research around the Winter Demand Flexibility Scheme

