

Treating customers fairly

Our service for large energy users



“Our 10 year relationship with E.ON is based on transparency and trust. Above all else, that’s what we need from our energy provider.”

David Barker.
Flavourfresh Solfresh Group
Find out more at eonenergy.com/casestudies

Customer Fairness at E.ON

So that you, our customers, feel fairly treated by us every time, we worked with customers and colleagues to seek to define what fair treatment felt like. Therefore we aim to treat you fairly by:

- being honest with you – giving you simple, clear and accurate information so that you can make informed decisions
- saying sorry if we make a mistake – telling you promptly how and when we’ll put things right, and keeping you informed of progress
- making it easy for you to contact us, because we know your time is precious, and communicating with you in easy to understand language and in a way of your choice
- giving you help to meet your energy needs, like ways to help you use less
- listening to you so that we focus on improving the things that are important.

We will also make sure that we are fair to each other at E.ON so that we naturally use this experience to treat you fairly.

Each year we publish a statement to share what we’ve done, and plan to do, to continue to treat you fairly, and you’ve told us that it is important to you that we share our progress. Treating customers fairly is one of the goals of our strategy to help us achieve our vision of becoming your partner of choice for energy solutions.

Our customers continue to be at the heart of everything we do and our aim is to treat you fairly at all times. We’ve defined what we think that means for our customers in our definition of fairness above and have been putting it into practice. We set out in this statement the things we have done in 2016, in-line with Ofgem’s [Standards of Conduct](#). If you’d like to help us change things in the future, please join our [YourSay for Business Panel](#).

Tony Cocker,
Chief Executive, E.ON UK



For any queries, more information about Ofgem’s [Standards of Conduct](#), or if you would like a copy of this statement please contact us at:



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We’re open 8.30am to 5pm, Monday to Thursday and 8.30am to 4pm on a Friday



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Helping our customers. We’re on it.

What we've done in 2016, and plan to do

Being honest with you

- We've developed our fairness rule of thumb, which we ask all of our colleagues to consider when making a customer-related decision: "How would I feel about that outcome if this customer was me, my colleague or a loved one?"

Saying sorry if we make a mistake

- We coach our advisors to explain how we intend to resolve a complaint, and always to gain the customer's agreement that any complaint is resolved to their satisfaction before it is closed
- We monitor the outcomes of our complaints referred to the Energy Ombudsman, to assess and seek to improve the proportion of our resolutions that the Ombudsman upholds, to see if he believes we are treating our customers fairly

Making it easy for you to contact us

- We continue to record our calls enabling us to coach colleagues using real examples so that they're better equipped to answer any query

Giving you help to meet your energy needs

- Online customers can continue to use the [Energy Toolkit](#) which gives a tailored online experience, providing personalised energy saving advice which could save customers money
- We have leveraged the expertise from across the E.ON group to expand our range of solutions and services which customers can purchase to help better control their energy use. We also offer significant discounts on energy efficient products

Listening to you

- We've listened and acted on feedback through our 1,500 strong customer [YourSay for Business Panel](#)
- Colleagues of all seniority levels and from all parts of the business, have taken part in face to face and online customer engagement sessions, hearing directly from customers about their experiences of E.ON
- We've carried out thousands of customer satisfaction surveys, speaking to our customers to find out their views of us and of their interactions with us
- Our customers fed back that they wanted to better understand the impact of energy market changes, for example policy and regulatory developments on their business, so we have conducted a series of webinars and face to face sessions to help equip them with this knowledge

How we ensure we treat customers fairly

Strategic direction and oversight

- We have fundamentally re-shaped our business to enable us to focus more closely on our customers
- We've combined our small & medium, and large energy users business, into a single B2B business, to help us deliver consistent and fair outcomes and we are integrating our processes to ensure we deliver the best customer experience for all of our B2B customers
- We have launched our new strategy for 2016-18. At its heart is a commitment to treat customers fairly and to deliver fair outcomes to customers, we also aim to work with our customers to deliver the solutions that will make their lives easier
- The E.ON UK Board regularly reviews how we are treating customers fairly, including having a Board customer day each month

Independent challenge

- We continue to work with an independent consumer champion to review how well we're embedding the Ofgem [Standards of Conduct](#) and treating customers fairly, and have responded to his recommendations, for example, by developing the definition of 'Customer Fairness at E.ON' you see in this statement, as well as our fairness rule of thumb, which we refer to above

Making fair decisions

- We have updated our Fair Decision Form to improve the quality of decisions we are making and ensure that fair outcomes are achieved for our customers

Listening to customers and colleagues

- We regularly seek feedback from customers, for example through our [YourSay for Business Panel](#), face to face and on-line customer engagement sessions and customer satisfaction surveys
- Colleagues can raise any concerns or ideas for improvements that we can make for customers through an online tool, Hotwire. We also seek feedback from colleagues about how we are treating customers fairly, for example through our colleague panel and surveys

Supporting colleagues to treat customers fairly

- Colleagues complete an online interactive learning package on joining the company so that they understand the importance of being fair to customers in everything we do
- We have made available to colleagues a range of meeting and agenda templates to support the delivery of fair outcomes for customers