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08th January 2013

**Competition in Connections - Consultation on WPD's Competition Notices**

Dear James

As you are aware, Morrison Utility Connections (MUC) is a new entrant to the connections market operating as an Independent Connections Provider (ICP) and hence a new competitor to WPD.

The MUC business was created on 1<sup>st</sup> May 2012 and following a period required to establish relevant business processes and controls is now trading effectively.

We are currently operating within all WPD regions, with a number of projects at various stages from quotation through to construction.

Although our experience of working as an ICP within WPD regions is limited due to the time we have been operating, we have established a good working relationship with them and have found them to provide responses to our requests in a timely and appropriate manner.

To date we have not experienced any negative or anti-competitive behaviour and have appreciated their pro-activeness with regards to supporting competition within their region. We have attended competitor workshops they have hosted and receive regular updates informing us on their processes relevant to our interaction with them for example the 'Adoption Agreement Process'.

In summary the MUC leadership team are very positive about the future of the MUC business. As a new entrant to the ICP market we have not experienced any barriers to entry from WPD and with our experience of working with them to date, including successfully winning work within their regions, we are comfortable from our perspective that effective competition exists.

Please find more detail of our experiences of working with WPD in the answers to your questions below.

Kind regards

Andy Green  
General Manager  
Morrison Utility Connections

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**Competitor Feedback**

Do you agree with the following statements?	Agree	Disagree	Any other comments
Customers are aware that competitive alternatives exist.	Partially agree		<p>There is further work to do in this area, although awareness of competition within housing developers is high, we have experienced the opposite with industrial &amp; commercial customers, some not aware that there is an alternative option to that of the DNO.</p> <p>We do not believe this is due to any anti-competitive behaviour by the DNO, more the time required to educate all customers of the alternatives.</p>
WPD takes appropriate measures to ensure that customers are aware of the competitive alternatives available to them.	Partially agree		<p>WPD inform the customer at the quotation stage, stating that there is an alternative for the contestable elements. However, considering the length of time to produce a quote this will be several weeks after initial enquiry. If the customer wishes to seek an alternative quote by a competitor, this then adds a further delay in the process which may not be palatable.</p> <p>A suggested solution would be for the DNO to raise awareness with customers of competitors at the initial contact point stage (before submitting a quotation)</p>
WPD's procedures and processes allow competitors to compete effectively including access to network data and policy documents.	Agree		To date we have not experienced any issues with regard to network data and policy documents which prevent us from competing effectively
WPD provides assistance to competitors in entering the RMSs (Relevant Market Segments).	Agree		We have attended a number of competition workshops hosted by WPD and receive regular updates on their processes required for ICP's when interacting with them

Do you agree with the following statements?	Agree	Disagree	Any other comments
WPD listens to our requirements and responds positively and acts pro-actively to improve processes.			As our business was only established in May 2012, this is the first opportunity we have had to comment on their processes.
WPD's non-contestable charging regime compares favourably with others.			We have insufficient market intelligence to respond to this question
WPD compares favourably with other DNOs.			It is too early in our history to form a judgement amongst DNO's, however, we have found WPD pro-active in their approach of supporting competition, we have won our first projects within their region and we are optimistic about the future of working in their regions.
Our experience of working with WPD gives us confidence that they will operate appropriately if price regulation is lifted.	Agree		We have no reason to believe that WPD will operate other than appropriately if price regulation is lifted at this stage.

Which areas do you operate in – please tick

East Midlands	x
West Midlands	x
South Wales	X
South West England	x

LV	x
HV	x
HV and EHV	x
EHV and above	x
LV generation	
HV/EHV generation	x
Unmetered Local Authority	
Unmetered PFI	
Unmetered Other	

Name: Andy Green

Company: Morrison Utility Connections

Date: 8<sup>th</sup> January 2013