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Contract

Contract Award - CPG/12792/2025 - Provision of Natural Gas for the British Embassy in Washington

Foreign, Commonwealth and Development Office

UK7: Contract details notice - Procurement Act 2023 - [view information about notice types](#)

Notice identifier: 2025/S 000-053691

Procurement identifier (OCID): ocds-h6vhtk-0582e5 ([view related notices](#))

Published 3 September 2025, 5:12pm

Scope

Description

The British Embassy in Washington DC wishes to renew its current contract for Natural Gas (Firm & Interruptible) and utilities for the British Embassy Compound and residential properties in the DC metro area. This new contract will be effective for a period of four (4) years starting from September 01 2025 until August 31 2029. Rates are subject to change from month to month ($\pm 5-15\%$), they will be locked subsequent to contract signature.

Contract 1. CPG/12792/2025 - Provision of Natural Gas for the British Embassy in Washington

Supplier

- WGL Energy Services

Contract value

- £88,166.28 excluding VAT
- £88,166.28 including VAT

Above the relevant threshold

Date signed

3 September 2025

Contract dates

- 1 October 2025 to 30 September 2026
- 1 year

Main procurement category

Services

CPV classifications

- 79993000 - Building and facilities management services

Contract locations

- US - United States

Key performance indicators

Name	Description	Reporting frequency
KPI- Natural gas rate monthly	Measure the supplier's reliability and punctuality in delivering gas as scheduled.	1 months

Other information

Conflicts assessment prepared/revised

Yes

Procedure

Procedure type

Direct award

Direct award justification

Single supplier - unique work of art or performance

The Washington DC area is serviced by only one distributor of natural gas, a company called Washington

Gas. The market requires the use of a broker who is able to negotiate rates that we would otherwise not

be privy to. They control and monitor our usage advising the Embassy when to switch to

alternative

energy to maximize savings and avoid fines charged by the government.

In order to ensure this Direct Award is in compliance with FCDO's policy and offers VfM, the Regional

Procurement Hub (RPH) carried out a research in 2019 to understand how the market works and

compare rates and options available. The RPH approached a list of a gas companies, the findings

showed some suppliers were only brokers and others were actual gas companies but did not serve our

area. As part of the reassessment process, the market was reviewed again in 2022 and 2025, and no

substantial changes were identified. Therefore, the continued use of the current supplier remains the

most viable and cost-effective option.

In this business, the services of a broker is essential as they provide services such as: weekly energy

updates including new legislation or change in law with impact cost analysis, review invoices and billing

resolutions, hedge strategies that minimize risk during periods of weak market fundamentals or major

event disruption, observes the market to find peaks and lows on rates and recommends contract renewal

according to predictions. The services of the broker are provided at no cost to the Embassy.

Beyond the services previously described, the Embassy's choice to partner with Open Market Energy is

largely driven by the broker's designation as a Certified Energy Procurement Professional. This

qualification sets OME apart from standard brokers by confirming its proven expertise in navigating

energy markets, adhering to regulatory standards, and executing strategic procurement. Given the

sector's volatility and regulatory complexity, collaborating with a certified expert offers confidence that

procurement decisions are well-informed, justifiable, and aligned with industry best practices.

OME works in partnership with WGL Energy Services and is compensated directly by the Supplier, Open

Market Energy, under a Channel Partnership Agreement. This arrangement-standard in the industry-

allows the broker to earn a margin from the negotiated energy rate, with no direct cost to the Embassy.

All payments are managed by WGL Energy Services, ensuring transparency and efficient procurement.

The Recommendation of Award (RoA) received formal support in 2022 from Graeme Kemp,

Procurement Head of Hub, and Laura Jones, Head of Procurement Delivery. This endorsement

represented the official approval at that time. This was then approved by CAB on 1st September 2022,

with CABs comments being "Happy for this to be handled through hub/post until there is competition in

the market to carry out a re-tender exercise."

The market was reassessed in 2025, confirming that conditions remain unchanged since the initial

research conducted by the Regional Procurement Hub (RPH) in 2019. No new suppliers or competitive

alternatives have emerged in the Washington, D.C. area. As such, the current arrangement remains

valid and necessary, providing the best value for money within the existing market structure.

Supplier

WGL Energy Services

- Public Procurement Organisation Number: PWGW-4962-JZBQ

8614 Westwood Center Drive Suite 1200 Veinna

Washington

22182

United States

Email: pio@openmarketenergy.net

Small or medium-sized enterprise (SME): Yes

Voluntary, community or social enterprise (VCSE): No

Supported employment provider: No

Public service mutual: No

Contract 1

Contracting authority

Foreign, Commonwealth and Development Office

- Public Procurement Organisation Number: PXRR-8771-PHVX

King Charles Street

London

SW1A 2AH

United Kingdom

Email: commercial.smi@fcdo.gov.uk

Website:

<https://www.gov.uk/government/organisations/foreign-commonwealth-development-office>

Region: UKI32 - Westminster

Organisation type: Public authority - central government