

# Watt Utilities



## Business Overview

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Energy Efficiency, Contract Negotiations  
and Communication Audits

25<sup>th</sup> Nov 11

*"When cost reduction and environment matter to your business"*

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## 1. The Business

With 50 years combined experience in the Australian Energy Market, Watt Utilities is focused on cost reduction and reducing businesses demand for energy which has a positive impact on the environment. With large and small clients including government departments, our areas of expertise include cost reduction, data analysis and efficiencies in the Australian Energy and Communications Markets. Our key difference to our competitors is our team, it has very specialised skills in the energy market yet our key focus is a hands on approach with ongoing support.

## 2. Our Services

- New Market Contracts : Electricity / Gas
- Contract Renewals : Electricity / Gas
- Strata Contestability Analysis
- Tariff Reviews
- Energy Audits
- Technical Consulting
- Small customer electricity contracts
- Bill Validating and Metering Reports
- Communication Audits
- Communications Consulting
- Consulting to Legal Firms

## 3. The Directors

**Dr Keith Watts (Managing Director):** Brings over 46 years to the table in the Electricity and Energy Markets. He has a PHD in electrical engineering and management from University of Queensland, an MBA from Deakin University, a Bachelor of Engineering degree from Queensland University and a current Queensland electrical work licence and has been the CEO of Mackay Electricity Board and Capricornia Electricity managing up to 900 staff as well as an executive in a number of Queensland Government departments. He has been involved in the deregulation of the electricity market as a senior executive in the Queensland Electricity Reform Unit and the Office of Energy, and has co-written a report on Demand Side Management (energy Consumption and management). He has also developed a computer-based model for the electricity market that is used to negotiate supply contracts with electricity retailers.



**Michael Newton:** Michael started his career in the Army then moved into the Telecommunications industry where he held positions as a state and corporate manager in Queensland. He has over 10 years experience in the telecommunications industry. He has a Bachelor of Business from Griffith University majoring in marketing and management, 2xCert IV in Business Management and Cert II in Sustainable Energy. He is also a Director of Office Advisors which is a consulting company for new technology, smart card and telecommunications. He has developed sales and marketing strategies, built and negotiated channel networks and developed and marketed products and services. He also has had extensive experience in account management and the implementation and management of complex projects.



#### 4. Experienced Team



#### 5. Partners, Certifications & Memberships



#### 6. Our Clients

We have worked with many Large and Small Corporate clients including government departments.



We have completed work for a variety of clients including :

- Developers – Managing electricity portfolios and forecasting
- Strata Companies – Managing electricity portfolios for multiple buildings, Strata Contestability Assessment
- Hotel and Pub Groups



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- **Manias**
- Retirement Villages and Nursing Homes
- Manufacturing
- Commercial and Strata Buildings
- Shopping Centres and Supermarkets
- Legal Firms – Providing supporting documentation for cases

## 7. Cost Reduction Strategies - Electricity

### 7.1. Tariff review

For sites not already under market contract. Obtaining billing data, evaluating data through our electricity calculators and determining the annual cost under various tariffs versus market contract. Provide a report for each site, including a check to see if the site is eligible for further discounts.

### 7.2. Contract renewals

For sites that have already obtained a market contract and need to renew. We obtain billing data, call multiple quotes from competitive retailers, evaluate the quotes and prepare price analysis and report and arrange the metering agreement. A review is also done to see if there are other eligible savings.

### 7.3. Strata Contestability Assessments

An independent assessment to determine if it is viable for a building to consolidate and implement a bulk supply arrangement with a contestable contract, incorporating once off costs of the metering changes, management of implementation and ongoing costs such as billing.

### 7.4. New Contract negotiations - For sites using more than 100,000 kWh a year

If you spend over \$1800 per month you may be viable for a market contract. We check whether you can make savings. We obtain the billing summary, run calculations through our pricing calculators, call quotes and evaluate the quotes with accuracy, prepare price analysis and report of estimated savings, arrange metering agreement. We also review your account to see if you can make other savings.

### 7.5. Analysis and Graphs

Giving your business bottom line figures for budgeting.

## 8. Metering and On-Going Service

All sites with market contracts require an interval meter provided by a metering service provider. Watt Utilities arranges a metering service provider and provides a data storage and analysis service including ongoing maintenance of your account. This can pick up further cost savings that you cannot achieve in standard reviews.

By using our supplier and meters we can provide extra services, by analysing the data we receive direct from your meter. The services provided are:

- **Bill validation:** We make sure the retailer is charging you correctly as we receive the same raw data as the retailer. We provide piece of mind that you are being billed correctly.
- **Network and Demand Charges:** We check your demand figures and network charge category and loss factors to make sure you are being charged correctly. We find a lot of errors in this area.
- **Demand Initiatives:** We check your demand figures, and identify any savings you have achieved through demand side management initiatives that you have implemented.
- **What If Analysis:** The data can also be used to do what-if analyses on any DSM initiatives you are contemplating, you have a starting point and the results can be measured to see how successful the program has been.



## 8.1. Efficiency Strategies and Consulting

- **Energy Auditing:** We can provide Energy Audits Levels 1 & 2 to AS3598:200 . We are also certified as an ecoBiz facilitator. Our assessors also have Cert II in sustainability.
- **Consulting Services:** Our areas of expertise include identifying areas in your electricity consumption that are NOT normal or where you suspect there is an underlying issue. We can determine why your building or business has excessive peak or off peak Usage, whether the common area in a strata building is using too much power. Is the building doing what it is supposed to under its electrical design? Are tenants in the building using the common power?
- **Demand-side management initiatives:** including energy efficiency initiatives and load switching. Understanding the impact of peak demand on electricity costs. The aim is to eliminate the peaks and troughs of daily energy consumption and move towards plateau consumption with lower maximum demand. The cost-benefits of maintaining a consistent plateau-style demand can be reflected in significant reduction on basic supply costs to the site. Reviewing "hot spots" and the capabilities and effectiveness against change-over costs of retro-fitting lighting, for example, leads to more efficient outcomes.



## 9. Other Services – Telecommunications

### 9.1. Cost Reduction Strategies – Communications

We have an audit process that has been developed. All sites inspected with an Austel Technician and all numbers checked in the MDF to correlate with bills. (This is a physical check to confirm what comes into the building and what you are being billed for). All MDF records are updated. All information gathered on site is compiled and correlated with findings from billing and site visits. Reports Generated.

Summary Data Snapshot, Calling Patterns and Spend Breakdowns provided. Site reports provided, detailed lists of all numbers on site and functions. Non- tolling reports, Price Analysis and Action plans. Tenders can also be run.

## 10. Testimonials

- **Cost Reduction Electricity:** Manufacturing Plant (Tyre Recycling) 46% off electricity costs total savings in 1 year approx. \$83,767.
- **Cost Reduction Electricity:** Bodies Corporate Common Area Power - new market contract savings over 3 years approx \$202,838.
- **Cost Reduction Electricity:** Student Accommodation Hotel Living – new market contract savings over 3 years approx. \$153,204.
- **Cost Reduction Communications:** Govt Department (GITC Tender) Savings \$75,865 per annum + extra redundancy, Errors found in billing on overcharging accounts (undisclosed amount due to settlement out of court and confidentiality), unused infrastructure \$6331 per annum.



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## 11. Schedule of Charging Structure

We are happy to negotiate our fee structure based on a large corporate negotiation.  
All fees and charges are payable 50% on commencement of work and 50% on completion.

Service Type	Amount (Ex GST)
<b>Tariff Review</b>	\$ per site or per NMI if more than one NMI at a site
<b>Small Customer Contract</b>	FREE
<b>Contract Renewal</b>	\$ per site or per NMI if more than one NMI at a site
<b>Strata Contestability Assessment</b>	\$ (assessment only) \$ (management and implementation)
<b>New Market Contract and Tariff Review</b>	\$ Per Site or per NMI if more than one NMI at a site.
<b>Metering Arrangements</b>	\$ per day per NMI (National Metering Identifier).
<b>Consulting Services Building and Strata Commercial</b>	\$195 - \$275 per hour, minimum. 3 hours, depending on complexity and experience required
<b>Communications Audits</b>	As Quoted.
<b>Line Infrastructure and Tariff reviews.</b>	Or 50% of savings for 2 years

## 12. How to take up our services

It is as simple as signing the acceptance below and the appropriate authority form to enable us to act on your behalf.

## 13. Acceptance

Which of our services do you require?

- Tariff Review
- Small Market Contract
- Contract Renewal
- Strata Contestability Assessment
- New Market Contract
- Metering Arrangements
- On-Billing Arrangements
- Consulting Services
- Communications Audits

I/We accept this proposal and agree to pay Watt Utilities the fees outlined above to begin the process for the remainder of work required.

Date: \_\_\_\_\_

Position: \_\_\_\_\_

Body Corporate/Business/Company Name: \_\_\_\_\_

ABN: \_\_\_\_\_

Name: \_\_\_\_\_

Signature: \_\_\_\_\_

