

# Watt Utilities



Business Overview – Strata Managers

---

Energy Efficiency, Contract Negotiations  
and OnSupply Consulting

27<sup>th</sup> Sept 11

*“When cost reduction and environment matter to your business”*

Watt Utilities Management Team  
Ph. 1300 734 088  
Fax. 07) 5520 0469  
Email. info@wattutilities.com.au

[www.wattutilities.com.au](http://www.wattutilities.com.au)





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

## 1. Our Business

With 50 years combined experience in the Australian Energy Market. Watt Utilities specialises in the strata industry with a proven track record over 5 years. We have worked with many Strata Companies assisting in managing electricity portfolios in areas of cost reduction, data analysis and energy efficiencies in the Australian energy markets. Our key difference to competitors is our team and our experience. We have 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	• Small customer electricity contracts
• Contract Renewals : Electricity / Gas	• Bill Validating and Metering Reports
• OnSupply - Strata Contestability Analysis	• Communication Audits
• Tariff Reviews	• Communications Consulting
• Energy Audits 1,2 and 3	• Consulting to Legal Firms
• Technical Consulting	

Watt Utilities can assist in managing the energy efficiency and electricity contracts for strata companies and their client portfolios.

## 3. Working with Strata Companies and Committees.

We believe successful business relationships are all about delivering **value, experience, results and professionalism.**

So why choose a company like Watt Utilities?

1. We pro-actively manage electricity portfolios so the Strata Manager can concentrate on managing the day to day activities of their buildings. The Strata Manager is then seen to be proactive in this area, using our expertise without the cost of time and resources internally. Your client gets the best possible outcome with professional advice.
2. Proven track record in Strata Industry with excellent understanding of its complexities.
3. Experienced team with multiple contact points.
4. We have the resources to work quickly with accuracy.
5. Our Intellectual Property (CRM/Processes and Calculators) have been developed with strata companies in mind – we can enter dates of EGM/AGM's and look at the market and assess whether it is viable to put electricity contracts or renewals on the Agenda.
6. We are not aligned to any strata company we work independently.
7. We do not do OnBilling yet can provide independent advice on the process and the legalities for strata companies and their clients.
8. We can work with individual account managers to advise on strategies to maximise savings for their portfolio.
9. We are a direct contact point to seek advice for committees on Energy Efficiency.



#### 4. Experienced Team

**Dr Keith Watts (Managing Director):** Brings over 47 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 de-regulation 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.



#### 5. Partners, Certifications & Memberships

Silver Sponsor of SCA



**GET YOUR ENERGY HERE**



#### 6. Companies we have worked with.

We have worked with many commercial clients and account managers in many Strata Companies Large and Small some of these include:





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



We have completed work for a variety of clients including :

- Developers – Planning Stage for OnSupply and forecasting costs.
- Strata Companies
- Hotel and Pub Groups
- Marinas
- Retirement Villages and Nursing Homes
- Manufacturing
- Commercial and Strata Buildings
- Shopping Centres and Supermarkets
- Legal Firms – Providing supporting documentation for cases

## 7. Clients we have reduced costs for:



154 Melbourne



Circle on Cavill



Freshwater Point



Meridien Marinas



Gabba Central



Ocean Pacific





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

## 8. A snapshot of our some of our clients savings:

	Savings	%	Savings	%	
Building Name	Year 1	Year 1	Year 3	Year 3	Type
Ocean Pacific	\$42,317.00	49.00%	\$159,706.00	54.17%	New Contract
Eastside	\$12,884.00	24.00%	\$51,194.00	29.00%	New Contract
The Cape	\$13,602.00	30.00%	\$53,123.00	35.00%	New Contract
Fresh Water Point	\$52,651.00	23.00%	\$263,059.00	32.00%	New Contract
Ocean Sands	\$12,024.00	23.56%	\$53,610.00	30.66%	New Contract
Inlet	\$50,768.00	22.75%			Contract Renewal
2nd Ave	\$28,152.00	20.76%			Contract Renewal
Cavil Park	\$93,337.00	29.34%	\$397,545.00	36.39%	New Contract
Circle on Cavill	\$345,432.00	34.00%	\$1,163,376.00	36.00%	New Contract

## 9. Cost Reduction Strategies - Electricity

### 9.1. 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.

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

If you spend over \$1700 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.

### 9.3. 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.

## 10. New Opportunities – Smaller Strata

Watt Utilities are currently negotiating a special offer for common area electricity for buildings on a Tariff 11 under the 100 Meg that cannot negotiate market contracts. This will give them business rates on a residential Tariff.

We have also applied for a discount structure for all the lot owners and tenants within the building. This will provide an alternative to entering into an OnSupplied arrangement yet still provide saving opportunities.

## 11. OnSupply - Strata Contestability Assessments

We can provide an independent assessment to determine if it is viable for a building to consolidate and implement a bulk supply arrangement with a contestable contract,





"When cost reduction and environment matter to your business"

incorporating one off costs of the metering changes, management of implementation and ongoing costs such as billing.

We can validate and assist Strata companies in compliance with OnSupply

## 12. Metering and Account Management

We do not leave you after we negotiate your contracts. Each site is managed and monitored for the term of the contract and you have a point of contact within our business. You do not have to deal with the electricity retailers again we will do that for you.

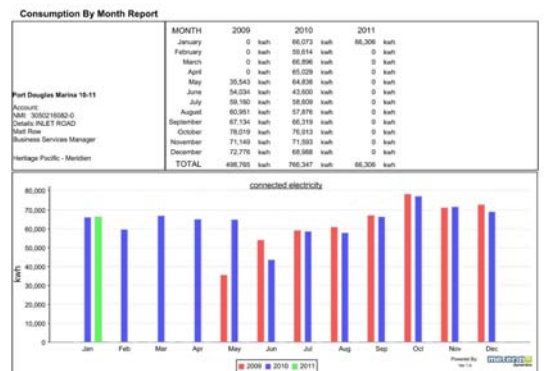
All sites with market contracts require an interval meter provided by a metering service provider. Watt Utilities arranges a metering service provider and provides a data storage and analysis service including ongoing maintenance of your account. This can pick up further cost savings that you cannot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

10-11

Account Details	Account:
Costable Account:	From: 01-Jan-2010 To: 31-Dec-2010
Charge	Rate Units NET1 GST TOTAL
Energy Charges	
Peak	8.70167 @ 4444kWh 30384.01 3074.36 3174.56 34812.93
Off Peak	3.81826 @ 4444kWh 16722.11 1672.21 1739.43 18461.54
SubTotal	\$47201.34 \$4721.34 \$51942.28
Demand Charges	
Off Peak	101-Dec-2009 17.3000 188.48 1536 402.08 402.56 4427.48
SubTotal	\$4024.16 \$402.56 4427.48
Network and Metering Charges	
Network Volume Charge	2.07086 @ 4444kWh 37424.30 3742.43 3780.32 41166.78
Peak	1.00 @ 1000000 1000000 1000000 1000000 1000000
Network Volume Charge Off	2.07086 @ 4444kWh 30212.80 3021.28 3123.41 33234.49
Peak	1.00 @ 1000000 1000000 1000000 1000000 1000000
Network Access	15.01487 @ 1000000 1501487 1501487 1501487 4504482
SubTotal	\$21007.49 \$21007.49 420149.14
Service Charges	
NONPAYABLE FEE	0.00071 @ 1000000 710000 710000 710000 2130000
ANCILLARY SERVICE	1.00 @ 3000000 3000000 3000000 3000000 3000000
CHARGE	
VIP METERING CHARGE	30000000 @ 1000000 30000000 30000000 30000000 30000000
RESPONSIBLE PERSON	20000000 @ 1000000 20000000 20000000 20000000 20000000
FEE METERING CHARGE	
CYBERSECURITY	0.29877 @ 1000000 298770 298770 298770 298770
AMBULANCE COVER	
ABC	0.24812 @ 1000000 248120 248120 248120 248120
ABC	0.00000 @ 1000000 0 0 0 0
SubTotal	\$90000.00 \$90000.00 1800000.00
TOTAL	\$27012.22 \$27012.22 540244.36





"When cost reduction and environment matter to your business"

### 12.1. Efficiency Strategies and Consulting

- Energy Auditing:** We can provide Energy Audits Levels 1, 2 & 3 to AS3598:200. We are also certified as an ecoBiz facilitator. Our assessors also have Cert II in sustainability or formal qualifications.
- 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.



### 13. Schedule of Charging Structure

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</b>	\$195 - \$275 per hour, minimum. 3 hours, depending on complexity and experience required
<b>Building and Strata Commercial</b>	
<b>Communications Audits</b>	As Quoted.
<b>Line Infrastructure and Tariff reviews.</b>	Or 50% of savings for 2 years

I look forward to our future business relationship and if there are any questions at all, then please don't hesitate to call.

Kind regards,

*Michael Newton*

Michael Newton  
Director

[mnewton@wattutilities.com.au](mailto:mnewton@wattutilities.com.au)

Michael Newton . Director 0410 768 030  
B.Bus Mktng/Mgmt

"When cost reduction and environment matter to your business"

Gold Coast Office:  
Unit 54 No. 5 Galeen Dr,  
Burleigh Waters, QLD, 4220

Brisbane Office:  
44 Seventh Ave,  
St Lucia, QLD, 4067

PO Box 3289 Burleigh Town 4220  
Phone: 07 5535 5436 / 1300 734 088 Fax: 07 5520 0469  
Email: mnewton@wattutilities.com.au

www.wattutilities.com.au

