energis

Commercial & Industrial

SWITCH TO SMARTER ENERGY

Introduction

It's no surprise that many organisations are exploring changing the way they generate, consume, and distribute energy, given the increasing benefits and savings of converting to renewable sources.

We've combined our years of knowledge and experience to create this resource for all sectors and businesses, big and small, as they begin to think about their energy future. This guide walks you through the different types of renewable and alternative options available, as well as how to make the best decisions and investments for your company.

We've designed, managed, and installed solar and alternative energy systems for thousands of businesses since 2013. Our team is the best in the business, and they're ready to talk to you about how you can start saving by converting to smarter energy today.

Email: sales@energis.com.au
Call: 1300 782 217

1.1 Why smart businesses are switching to renewable & alternative energy

Energy savings

Despite the rise of renewable energy, electricity rates will continue to rise. Solar and renewable energy can help you save money on your electricity bill or perhaps completely eliminate your need on grid energy. As a result, once your investment is paid off, you may be able to enjoy a free source of energy for many years to come.

Solar incentives

Depending on your location, you may also get the advantage of rebates and incentives from state and federal governments. Incentives and rebates such as Small-scale Technology Certificates (STCs), Large-scale Generation Certificates (LGCs) Victorian Energy Efficiency Certificates (VEECs) and Feed-in Tariffs can offer attractive financial benefits to your business.

Do your part in slowing down climate change

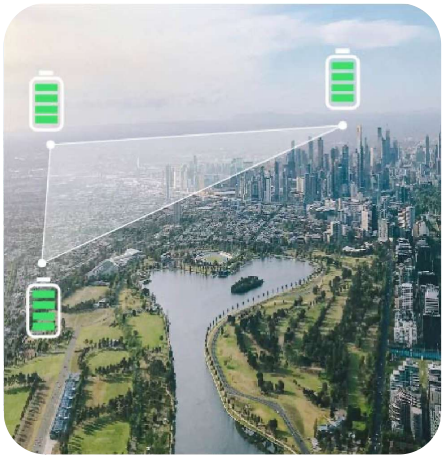
We all know that global temperatures are rising and the affects of it so far. For a long time, and with good reason, the advantages of solar energy have been advocated. Utilising it to generate power can greatly reduce the emissions of CO2 by decreasing the demand for fossil fuels. This will minimise greenhouse gas emissions and can reduce our carbon footprint.

Gain a sustainability-edge

Investing in solar and renewable energy can also help you gain credibility in your sector and with your clientele. Customers are increasingly gravitating towards brands that are environmentally responsible.

Prepare for an energy sharing future

Microgrids are a rapidly expanding sector of the energy business, representing a paradigm shift from remote central station power plants toward more localised, distributed generation—especially in cities, communities, and campuses. Microgrids provide efficient, low-cost clean energy. They can enhance local resiliency and improve the operation and stability of the electric power grid. They provide dynamic response, unprecedented for an energy resource. These solutions are already rolling out to communities and will likely be the future. By switching to smarter energy now, you will be preparing your business for this shared energy economy future.



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02

How to switch to smarter energy

Solar • Energy Management • Virtual Power Plants (VPP)
Energy Storage • Electric Vehicle (EV) Charging

2.1 An Overview

Sunbury, 100kW

You've probably heard the phrase "smart energy" and wondered what it meant. Simply put, smart energy is the practice of integrating devices throughout enterprises in order to improve energy efficiency.

Making the switch to smarter energy for your business is not a one-size-fits-all approach. Because each organisation utilises energy in a unique way, it is usually a staged process that needs a customised approach. Because of the variance in usage patterns, the best solution must examine which brand and device size are most appropriate to fulfill your demands within your specified budget.

Implementing smarter energy throughout your business typically involves the installation and integration of some or all of the following:

- A solar photovoltaic (PV) system that harnesses the sun's energy.
- An Energy Management System (EMS) that allows businesses to monitor, control and automate energy usage and production.
- An Energy Storage System (battery bank) that stores energy harnessed from solar PV systems or from the grid for later use.
- A VPP network where you can explore the possibility of generating and sharing energy within a community or among multiple assets.
- An Electric Vehicle (EV) charger that provides faster and efficient electric vehicle charging.

2.2 Solar Power

Dandenong, 100kW

Whether you're looking to reduce energy costs, reach sustainability goals, modernise your organisation or all of the above, commercial solar is a smart investment for your business.

Energis has helped thousands of businesses take control of their electricity consumption over the years. We're here to make sure your business gets the most out of its solar investment, from analysis and feasibility to installation and ongoing support.

We have worked alongside almost every single industry, including but not limited to health, hospitality, agriculture, manufacturing, retail and education.

Up to 100 kW

When a business installs a solar power system under 100kW, it could be eligible for Small Scale Technology Certificates (STCs) incentive which can be claimed as an upfront cash discount. The number of STCs are based on the size of the system and the geographical location.

Over 100kW

When you exceed 100kW, you are no longer eligible for the STCs. But don't be alarmed! You may still be able to claim subsidies known as 'LGCs' or 'VEECs'. Large Generation Certificates (LGCs) are based on the amount of energy produced by the system and are paid annually. Victorian energy efficiency certificates (VEECs) are also created for energy efficiency activities. Once created, certificates can be sold to energy retailers who have a liability under the program to surrender a certain number of certificates each year.

2.2 Solar Power

Kyabram, 200kW

WHAT SIZE SOLAR PV SYSTEM DOES YOUR BUSINESS REQUIRE?

Energis offers a solar power system to meet the specific energy needs of any business. Below are three examples of system sizes and potential savings.

If your electricity usage is more than	Suggested system size:	Solar STC incentives
400kWh/day	**100kWh System**	**$42,480***

If your electricity usage is more than	Suggested system size:	Solar LGCs incentivces/VEECs
2MWh/day	**500kWh System**	**$360,000***

If your electricity usage is more than	Suggested system size:	Solar LGCs incentivces/VEECs
4MWh/day	**1mW System**	**$720,000***

*Disclaimer: this is an estimate of the rebate and the incentives that may be available to a project similar to this system size. Please check with your energy solutions consultant for specificities.

2.3 Energy Storage

Commercial battery storage in Australia is already having a major impact on how businesses manage their electricity costs.

BENEFITS OF ENERGY STORAGE

If a business is operating 9-5, five days a week, there are times when the solar electricity generated isn't used. This energy is then subsequently sold to the grid for a few cents per kWh. In some parts of Australia there possibly could be limits on the amount of surplus electricity that can be fed into the grid.

Instead, this energy can be stored in batteries and used when electricity rates are at their highest, during peak hours.

Another advantage is the ability to change energy usage profiles. If the energy in a battery is used during peak rate periods, there could be significant demand charge savings. This can account for a significant amount of a business's annual electricity bill!

Other potential benefits of commercial energy storage for businesses and/or utilities include:

- Energy arbitrage
- Resiliency and backup power
- Ensuring supply adequacy
- Transmission congestion relief
- Deferring transmission and distribution upgrades
- Participation in demand response programs
- Frequency regulation
- Reserve market participation

GETTING IT RIGHT

Commercial-scale battery storage can be a significant investment, and one that must serve your company well for a long time.

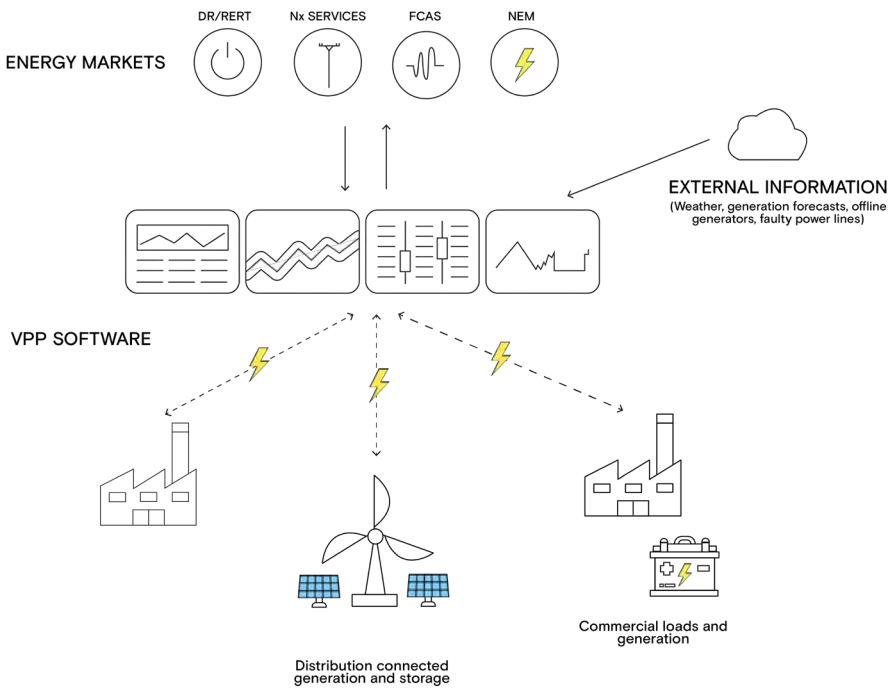
It's crucial that a battery system is designed to perform at its maximum efficiency to provide the best returns. Energis technicians have the experience and are accredited to design and install energy storage solutions.

2.4 Virtual Power Plants (VPP)

For businesses with multiple locations, you can potentially benefit from creating your own virtual power plant or VPP: your business' intelligent network of connected solar & batteries.

It's smart. It's connected. It also means better energy cost savings in the long run.

A VPP is a new, technology-centred energy grid. Excess energy from your solar panels at one location or asset is stored in the on-site battery, allowing you to utilise solar after the sun has set. It can also be distributed to the grid from time to time during peak demand periods, allowing you to help power your other sites or assets. Thus, resulting in grid independence and potentially lower electricity bills.



2.5 Energy Management System

A Energy Management System is key to ensuring that your energy is used as smartly and efficiently as possible.

Energis offers an energy management solution to help you increase your power generation flexibility, further improving the stability of your energy system. You will benefit from efficient energy consumption through load automation and minimize your energy costs.

ENERGY MANAGEMENT SYSTEMS CAN HELP BUSINESSES WITH:

- **Self-consumption**
  Managing your energy assets to reduce your energy costs
- **Export Limiting**
  Limiting energy export while maintaining solar generation
- **Load Shedding**
  Supplementing solar energy with battery to reduce grid consumption
- **Demand Charge Management**
  Managing peak energy demand charges
- **Battery Maximiser**
  Maximizing your battery runtime during an outage

2.6 Electric Vehicle Charging

We know the future of cars is electric. Now is the right time to start capitalising on the Australian electric vehicle market with an Energis charging station.

WHY SWITCH TO EV AND INVEST IN AN ENERGIS EV CHARGER

Great Savings

Charging an electric vehicle is cheaper than filling up a car!

Reduced Emissions

Feel good knowing you are avoiding carbon emissions and contributing to improving the air quality in Australia.

We're Experienced

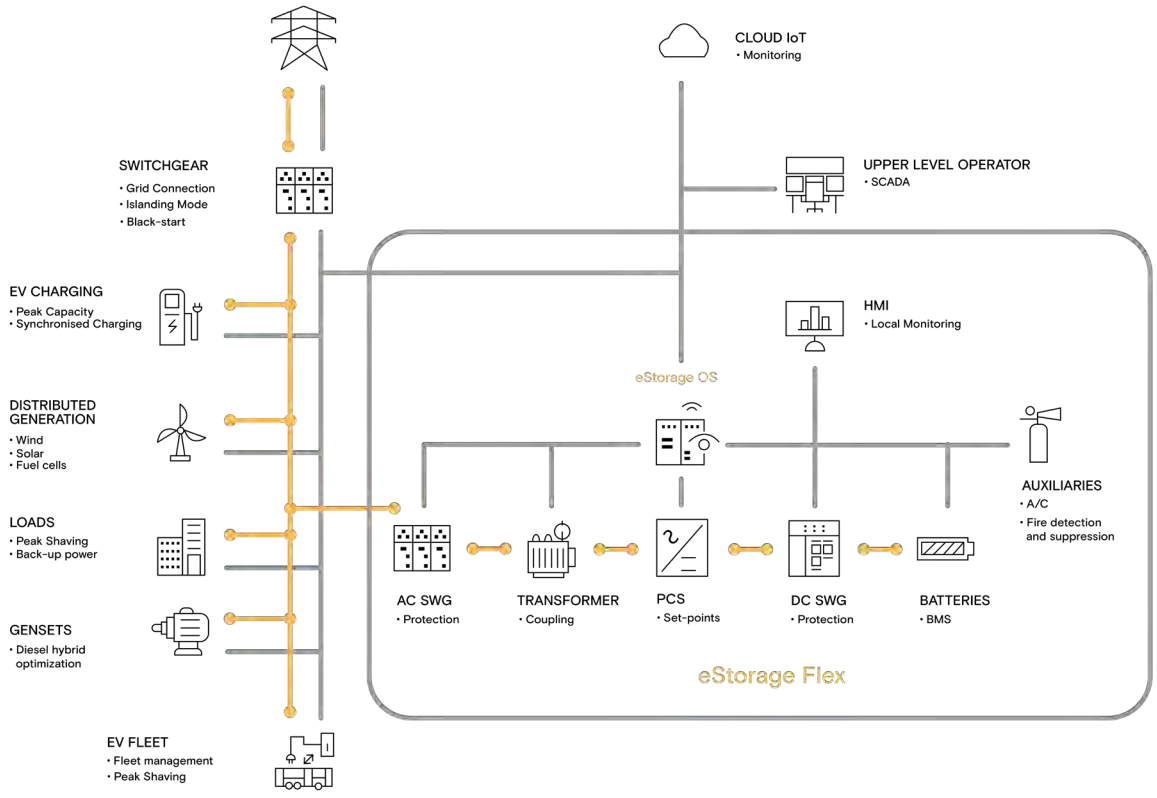
Our team has been at the forefront of Australia's smart energy solutions market since 2013.

INTERESTED IN BECOMING AN EV SITE OWNER?

Your business can capitalise on the growing electric vehicle momentum. With Energis charging stations, you can acquire new customers as they seek out your business for EV fuel.

- Become a destination
- New customers
- Improved reputation
- Increase revenue

How It All Comes Together: A Fully Integrated Digital Operating System



We only work with the most respected manufacturers and top-quality brands at the most affordable prices.

03

Purchasing options

Purchasing Options

There are 3 ways for businesses to invest in smart energy solutions with Energis.

1 **Buy Outright:** Pay Upfront and Get All Available Discounts

- 100% tax deductible
- Own the asset outright
- Lock in a fixed electricity rate for the life of your system
- Immediately add value and green ratings to your business
- Receive a 10-year installation warranty, alongside a 25-year solar panel warranty

2 **Payment Plan:** Pay Month to Month With A $0 Deposit and Repayments Spread Up to 10-Years

- Chattel mortgage. Also 100% tax deductible. $0 upfront; $0 residual. Great low interest rates
- Any maintenance is taken care of by Energis
- Immediately add value and green ratings to your business

3 **Power Purchasing Agreement:** An Agreement Between Energis and the Customer to Supply Electricity at a Cheaper Rate than provided by an Electricity Retailer

- No upfront capital costs. Only pay a tariff for the power you use as you would using grid electricity
- No technological or service risks
- Any maintenance is taken care of by Energis
- A cheaper electricity rate
- Immediately add value and green ratings to your business

04 Case studies

Proform Solutions

MANUFACTURING

About this project

Proform Solutions chose to consider cleaner and cheaper energy with an installation of 100kW solar PV system. One year later, thrilled with the results they decided to expand the system by a further 432kW. The expansion required Energis to build carports on site to provide for the roof space needed to house a further 1400 panels.

Size of System Installed

The size of the system installed is a 532 kW Solar PV system which produces on average 2,143.89 kWh daily, 65.21 MWh per Month and 782.52 MWh per annum.

Note: The savings shown above assume an average yield of 2,143.89 kWh per day. Grid Electricity Price: Peak Rate: 14.7 c/kWh and Off peak Rate :9.0 c/kWh. Escalation of electricity price per year: 5%. Working days: 261 days (Monday to Friday). Assumes during working days, 99% of the solar power produced is used on site and the remainder fed into the grid. FIT: 10.2 c/kWh. LGC earnings included in the savings calculation up to 2030. It also assumes a certain usage pattern and other environmental elements which may change or differ from year to year and hence may alter the results. The above projections should be used as a guide only.

Kyabram Hospital

HEALTH CARE

About this project

With an estimated energy savings of over $2 million and a carbon offset of 7000 tonnes (equivalent of 29,692 trees planted) over the life of the system, it is no surprise Kyabram Hospital is ecstatic with it's 200 kW solar power PV system installed by Energis.

The system produces on an average an estimated 851.6 kWh daily, 25.9 MWh per month and 310.84 MWh per annum — enabling the Hospital to be one step closer to achieving energy independence.

Size of System Installed

The size of the system installed is a 200 kW Solar PV system which produces on average 851.6 kWh daily, 25.9 MWh per Months and 310.84 MWh per annum.

Estimated Carbon Offset

It's estimated that Kyabram Hospital will help offset 7,423 tonnes of CO2, the equivalent of 29,692 trees planted, in the lifetime of the solar power PV system.

Estimated Cost Savings

The table below shows the estimated cumulative savings the hospital will achieve in 25 years:

Period	Cumulative Savings
1 Month	$2,959.83
1 Year	$47,517.92
2 Years	$97,062.48
3 Years	$148,720.12
5 Years	$258,738.96
10 Years	$577,565.56
15 Years	$970,434.14
20 Years	$1,454,539.66
25 Years	$2,051,070.33

Note: The savings shown above assume an average yield of 851.6 kWh per day. Grid Electricity Price: Peak Rate: 16.2079 c/kWh and Off peak Rate: 14.635 c/kWh. Escalation of electricity price per year: 4%. Working days: 365 days (Monday to Sunday). Assumes during working days, 90% of the solar power produced is used on site and the remainder fed into the grid. FIT: 10.2 c/kWh. It also assumes a certain usage pattern and other environmental elements which may change or differ from year to year and hence may alter the results. The above projections should be used as a guide only.

The Korumburra Hotel

Hospitality

Production	25,404 kWh per annum
System Size	17.43 kW
Equipment	42 Panels with a 15kW SolarEdge inverter
ROI	2.39 years
Savings	$6,137 per annum
Carbon Offset	613 Tonnes of CO2 saved Equivalent to 2,453 trees planted

St George Preca Primary School

Education

Production	137,720 kWh per annum
System Size	99.6 kW
Equipment	240 Panels with an 82.8kW SolarEdge inverter
ROI	2.52 Years
Savings	$34,949 per annum
Carbon Offset	3,683 Tonnes of CO2 saved Equivalent to 14,734 trees planted

Lakeview Bar and Bistro

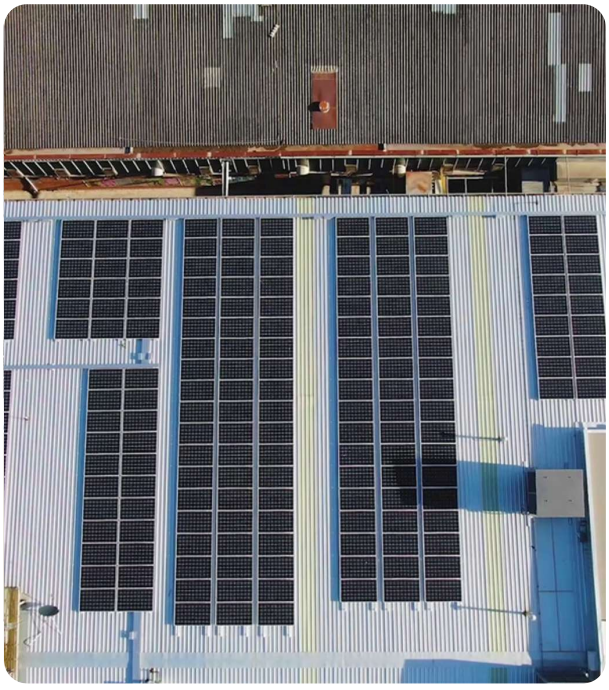
Hospitality

Production	53,054 kWh per annum
System Size	39.84 kW
Equipment	96 Panels with a 30kW SolarEdge inverter
ROI	3.05 Years
Savings	$9,811.10 per Annum
Carbon Offset	1419 Tonnes of CO2 saved Equivalent to 5677 trees planted

Moon Dog Brewery

Brewery

The brewery saw a 99.85kW rooftop solar system consisting of 317 solar panels and a Fimer PVS-100 inverter atop their premise. Furthermore, this system allowed the brewery the luxury of being able to remotely monitor the entire solar array. This means they were now able to better understand when and how they were using electricity across the business. Not only did Moon Dog achieve their outset energy goals, but they also reduced their CO2 emissions by 22.5 tonnes each year. That's the equivalent of planting 96 trees!



We keep good company.


nbmc


Plunkett
ORCHARDS


PortseaGolfClub


PREFAB stairs


Proform


QualiTech.


Rest


1892
RIVERSDALE
GOLF CLUB


ROMLIK
PTY LTD


Rosebud
R·S·L


AUSTRALIA


sale
medical
centre


Seville
Estate
YARRA VALLEY


SHEPPARTON
CLUB
Inc.


St Finbar's Primary School


St George Preca
Primary School


City of
STONNINGTON


ttha


tarneit FAMILY
MEDICAL & DENTAL CENTRE


The Healthcare Centre
Family Friendly Medicine
Accredited
General Practice


Park Lane
Residential Aged Care


TRINITY CARE


TWØBAYS
BREWING CO


All-Grow
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wannonWATER


Watsonia
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tms
TRANSPORT MANAGEMENT SOLUTIONS


WWHS


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style
FLOORING
& INTERIORS


KING VALLEY
WOOD PARK WINES


YDHS
YARRAM + DISTRICT
HEALTH SERVICE


Yea & District
Memorial
Hospital

05

Meet Energis

We practice what we preach

About Energis

Energis is a 100% Australian-owned and New Energy Tech-approved company. We are renowned for the work that we do within the Government landscape and Commercial & Industrial, across all major industries.

We provide an end-to-end EPCM solar solution to help businesses across Victoria generate

We are a New Energy Tech Approved Seller & 100% Australian-Owned

This accreditation is an indispensable qualification for a business installing Solar PV. Retailers with this accreditation are committed to quality and best practice. We are also proud to be a 100% Australian owned company.

Service all of Victoria and Beyond

With a lot of pride, we service the Metro, Geelong, Mildura and Wodonga regions. Our extensive network allows us to deliver Metro pricing to even the most remote areas.

Tier 1 Quality

We only work with the most respected manufacturers and top-quality panel and inverter brands at the most affordable prices. Tier 1 panels offer high-quality standards that have proven to be better and more bankable than the rest of the market. Our products come with locally backed warranties.

Standing strong since 2013

With many companies who have come and go since the rise of renewable energy in Australia, Energis has always remained consistent in delivering quality installations and customer support for its customers. We've installed some of the biggest projects in Victoria - no job is too big or too small for us.

Customer focused

At Energis, the sole focus has always been the customer and the outcome they're looking to achieve - whether that's reduced energy bills, less reliance on the grid or making their homes smarter. We bring our customers ease an affordability with the assurance that we'll always deliver top-quality products.

ISO Accredited and Affiliated with Credible Brands & Associations

Energis holds the following accreditations and is associated with a number of credible membership associations and industry body:

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