

CAPABILITY STATEMENT

June 2016

Energy TS Capability Statement

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Energy TS Capability Statement

Energy TS – Capability Statement

This document is intended to provide an introduction and overview of the services available from Energy TS. As such we hope that this Capability Statement proves easy to read and is self-explanative.

If there are requests for additional information or enquiries in how we might be able to assist with the provision of any of the services outlined within this statement, please do not hesitate to contact us:

Regards,



Geoff Bennett
Director and CEO

For Sales or general enquiries please contact:

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Energy TS are either members of the following organisations or programmes:



Energy TS Capability Statement

1) Energy and Utility Procurement

1.1) Electricity Procurement

Energy TS are one of New Zealand's leading providers of electricity procurement services. We have been responsible for securing national electricity supply contracts spanning the period from 1999 to 2016. The organisations we have run tenders for include the following:

- Tertiary Education Electricity Buying Group. This comprises by far the majority of the universities and polytechnics in New Zealand, with a combined load of 200 GWh
- Local Authorities. We have run tenders for individual TLAs and collectives of TLAs. Consumption includes street-lighting, which is profiled or un-metered. Local government clients represent approximately 150 GWh.
- Healthcare. We have run tenders for the Healthcare Electricity Buying Group, comprising every DHB in New Zealand with a combined load of approximately 250 GWh. Stand-alone clients such as Bupa have also been catered for.

Coverage has ranged from large Time of Use (TOU) sites through to far greater numbers of much smaller Non-TOU or Non-Half Hourly (NHH) connections with simpler or just single tariffs. We have also experience of unmetered or "profiled" connections such as street lighting.

We are well versed in evaluating the following types of supply offers:

- Fixed Price Variable Volume (FPVV);
- Fixed Price Fixed Volume (FPFV);
- Spot Market offers – ranging from 15% to 100% exposure;
- Contract For Difference (CFD).

1.2) Gas Procurement

Energy TS are also one of New Zealand's leading providers of natural gas procurement services. We have been responsible for securing gas supply contracts for a variety of sectors and clients such as:

- Healthcare Sector including all North Island District Health Boards. This includes for example Northland DHB, Auckland DHB, Hawkes Bay DHB, Tairāwhiti DHB, Waikato DHB, Taranaki DHB, Counties Manukau DHB, Mid-Central, DHB, Capital & Coast DHB, etc.
- Education Sector including Massey University, Eastern Institute of Technology, Tairāwhiti Polytechnic, Victoria University of Wellington, etc.
- Local Government Sector including Hutt City Council, Wellington City Council, Hastings District Council, etc.

The annual size of connections has varied from small ICPs with annual loads of only 1GJ through to large consumers of nearly 1 PJ (1,000 GJ).

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1.3) Electricity and Gas Tariff Reviews

Billing and rate mistakes often go undetected and can cost companies millions each year. Choosing the right electricity tariff can lower your operating cost and depending on the organisation's energy usage there will be an optimum tariff that will offer the best outcome in terms of daily fixed charges and a lower unit (\$/KWH) charge.

Energy TS's utility bill audits, contract monitoring and error resolution services correct problems before they become costly mistakes. Our e-Bench® software system also checks for invoice errors and provides a monthly verification and reconciliation service.

We have saved existing clients substantial sums of money through our error detecting systems – in some cases in excess of \$250,000, which has certainly well exceeded the expense of undertaking the exercise. On average monitoring and targeting detects 3% in avoided costs per year.

Our tariff analysts also play a key role in leading the budget development process. Energy TS's comprehensive energy budgeting services provides an organisation with detailed views into your upcoming expenditures, allowing them to plan for the future. Our clients rely upon our accurate forecasting and thorough, disciplined approach to mitigate future cost fluctuations.

The screenshot displays the eBench software interface for reviewing an electricity invoice. The interface includes a navigation menu on the left, a search bar at the top right, and a main content area with the following sections:

- Invoice for:**
 - GL Code: 4567891230DA-957
 - Meter type: Time Of Use
 - Local ID: Electric1-957
 - Site: Broadmeadows
- Invoice summary:**
 - Invoice Number: 10001
 - Invoice Period: 01/04/2016 - 30/04/2016
 - Retailer: Mercury Energy
 - Invoice Date: 03/05/2016
 - Due Date: 27/05/2016
 - Consumption in: kWh
 - Invoice Total: \$1516.53
 - GST: \$24.08
 - Total Payable: \$1540.61
- Final Market Price:**

Day Type	Time Period	kWh	Rate	Total
Weekday	00:00-08:00	23649	6.4126c	\$1516.53 (\$1744.01 incl GST)
Weekday	08:00-24:00	102532.31	7.306c	\$7490.97 (\$8614.62 incl GST)
Weekend	00:00-08:00	10803.12	6.3296c	\$683.80 (\$786.37 incl GST)
Weekend	08:00-24:00	47676.36	7.3505c	\$3504.45 (\$4030.12 incl GST)
				\$13195.75
- Loss Charges (non cons):**

Day Type	Time Period	Quantity	Rate	Total
Weekday	00:00-08:00	375.547	6.4126c	\$24.08 (\$27.69 incl GST)
Weekday	08:00-24:00	1628.215	7.306c	\$118.96 (\$136.80 incl GST)
Weekend	00:00-08:00	171.554	6.3296c	\$10.86 (\$12.49 incl GST)
Weekend	08:00-24:00	757.101	7.3505c	\$55.65 (\$64.00 incl GST)
				\$209.55
- Period charges:**

Description	Frequency	Quantity	Rate	Total
Line Charge: Fixed Charge	Daily	30	\$ 52.95	\$1588.50 (\$1826.78 incl GST)
				\$1588.50
- Capacity charges:**

Description	kVA	Days	Rate	Total
Demand Charge: Anytime	342.2	1	\$ 2.60	\$889.72 (\$1023.18 incl GST)
Summer On Peak Demand Charge	325.59	1	\$ 3.90	\$1269.80 (\$1460.27 incl GST)
Power Factor	10.9	1	\$ 7.55	\$82.30 (\$94.65 incl GST)
				\$2241.82

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2) Energy and Utility Management Software

The importance of having an effective system for tracking, monitoring and reporting on sustainability cannot be under-stated. It provides the metrics in assisting to determine how successful a sustainability programme might be, as well as providing the structure for Corporate Social Responsibility Reporting. The system should also provide greenhouse gas emission reporting in accordance with ISO 14064 and energy management reporting in accordance with ISO 50001. It is as essential as a financial accounting package is to a Chief Financial Officer.

2.1) Introduction to e-Bench®

e-Bench® is a very powerful, patented, energy & utility management Software as a Service system. Developed and supported by Energy and Technical Services Ltd, it is also known as Enterprise Energy & Carbon Accounting (EECA) software.

e-Bench® has an impressive range of functionality that includes targeting and monitoring, invoice reconciliation, management reporting, carbon emission tracking & reporting, continuous commissioning, benchmarking and simulation. This combination in a single integrated software system makes e-Bench® internationally unique. To the best of our knowledge e-Bench® is the only asset-centric energy & utility management system of its kind.

e-Bench® is configured to be viewed as either a dashboard or as a full version. This flexibility means it is suitable for use both by a non-technical or technical and proficient user, in other words by anyone within an organisation irrespective of their skill level.



2.2) Key Benefits of e-Bench®

The key benefits to an organisation from having e-Bench® as their sustainability management system is that it is a completely integrated package with the data upload and management being part of the service offering.

This means that the organisation is free to use and act on the intelligence from e-Bench® rather than have to focus on the sourcing and upload of data into the system. This therefore means the energy and utility management professionals get to maximise their skills where it is of most benefit to the organisation and that is on driving efficiencies from optimising the performance of the business and assets.

Subscribing to e-Bench® more than pays for itself. Real financial savings and avoided costs easily justify the benefits of having a sustainability programme. These benefits are automatically captured and can be easily relayed to stakeholders, staff and senior management

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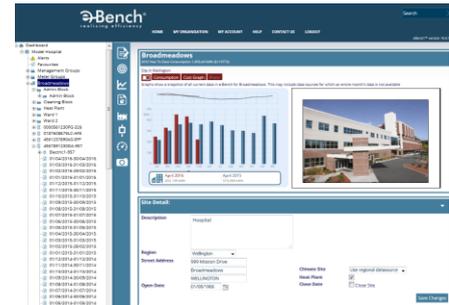
In addition to real financial benefits, there are further reputational benefits associated with e-Bench® such as from Corporate Sustainability Reporting, whereby the organisation can use e-Bench® to verify their Greenhouse Gas Emissions abatement programme.

2.3) e-Bench® Overview and Features

e-Bench® is to our best knowledge, the most feature rich energy & utility management system available internationally. The following sets out a brief overview of its key features.

Asset Centric Structure

e-Bench® is asset-centric, meaning assets are central to e-Bench®, with data linked to the asset, as opposed to the asset linked to the data. This is an important distinction from other systems, which tend to be data-centric, as this provides a framework to sub-divide the organization for analysis and comparison purposes into as many different consuming Entities as may be required. It also allows the separation of areas using common space management procedures and differentiates between landlord or common areas and tenanted or different department spaces similar to NABERS-NZ. For a building, it allows space utilization to be benchmarked. For a vehicle or asset, it allows individual performance and efficiency of that asset to be assessed and reported on.

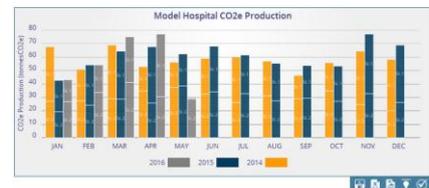


Energy & Utility Management and Invoice Verification

e-Bench® supports all types of energy and utilities. These include the more obvious ones such as electricity, gas, coal, diesel, gasoline, water and also more obscure ones such as compressed air. e-Bench® records and monitors all types of energy and utility usage for each chosen entity. It enables invoices for these services to be checked for accuracy and compared with past records on an exceptions basis. This is achieved through an automatic email alert system to advise users of any inaccuracies in their invoices or if consumption patterns are other than what would be expected.

Greenhouse Gas Emission Tracking, CSR and NGER Reports

e-Bench® provides greenhouse gas emission tracking and reporting in accordance with ISO 14064/1 for Scope 1, 2 and 3 emissions. We also have a MOU with Enviro-Mark Solutions, whereby e-Bench® is able to act as the data collection front end for the CEMARS and carboNZero accreditation certification. As Enviro-Mark Solutions is also accredited by the Carbon Disclosure Project as one of only 17 parties able to independently verify emission data as part of their process, e-Bench® is able to be used for this as well. N.B. CDP is presently being used to report for over 750 investors representing around



	2014		2015		2016		Total
	Scope 1	Scope 2	Scope 1	Scope 2	Scope 1	Scope 2	
January	16,393	20,472	23,251	18,401	20,279	27,150	47,207
February	20,600	35,553	32,246	34,095	23,430	27,437	158,407
March	34,118	41,072	35,190	38,564	39,760	29,114	208,624
April	48,653	20,276	42,144	25,242	38,164	34,780	148,159
May	1,045	28,564	23,902	38,463	18,670	37,464	148,189
June	34,131	34,147	28,624	32,403	32,732	32,732	157,312
July	28,633	33,021	33,495	28,428	28,428	42,276	129,276
August	27,591	27,463	26,822	31,161	31,161	31,161	142,482
September	23,954	26,445	17,273	28,033	28,033	28,033	94,800
October	25,880	27,259	21,155	34,718	34,718	34,718	108,473
November	44,364	32,008	38,761	24,756	24,756	24,756	145,510
December	42,753	38,129	38,193	20,881	20,881	20,881	127,107
Running Total	718,107	740,281	362,674	347,629	342,817	254,347	1,706,332

Data Source for Emission Factors: MIE

Emission factors to report on: CarbonZero, CO2

Energy types gathered: Consumed Energy, Flights, Car travel (no fuel data), Rental Cars and Taxis, Waste without gas recovery (kr), Waste with gas recovery (kr), Waste with gas recovery (know), Waste with gas recovery (know)

\$92 trillion in investment assets.

e-Bench® also meets the Australian National Greenhouse and Energy Reporting (NGER) Emission reporting requirements and can also be used as the Corporate Social Responsibility (CSR) reporting system, which in turn underpins sustainable business planning.

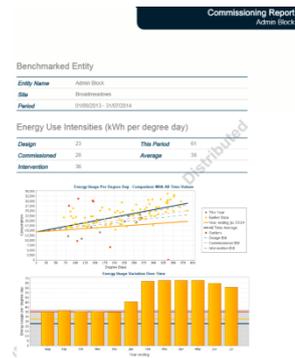
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In addition to the NGER reports, there are over 200 standard management reports which can be set up to be automatically generated and emailed to the end user. This feature is very powerful in getting others involved in energy management, without it being onerous or time consuming.

Continuous Commissioning

Laurence Berkeley Laboratories in California is one of the world's leading energy management research institutions and they have long stated that continuous commissioning is one of the greatest sources of cost avoidance, with at least ten percent being available per annum.

The question for an organisation is how do they know when it is cost effective to re-commission buildings or recreational facilities? We use e-Bench® to automatically determine that for us. Using the thermodynamic model we can simulate the absolute minimal correlation between degree days and the performance of the fabric. In other words, we know what energy is required to compensate for losses or gains through the external fabric. This figure is entered as the design EUI (kWh/degree day).

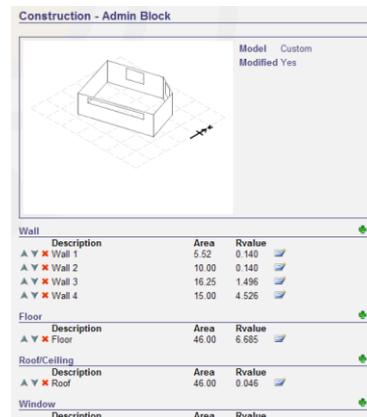


The Intervention EUI is then entered. The intervention value is reached by determining what the likely costs of re-commissioning are to be. If say it is \$20,000, then this translates into so many kWh and when this divided by degree days is an EUI in kWh/degree day.

If a building being monitored by e-Bench® records an EUI greater than the intervention point for two consecutive months an alert is raised, meaning that the user knows it is cost effective to intervene and that the costs of the re-commissioning will be covered by savings.

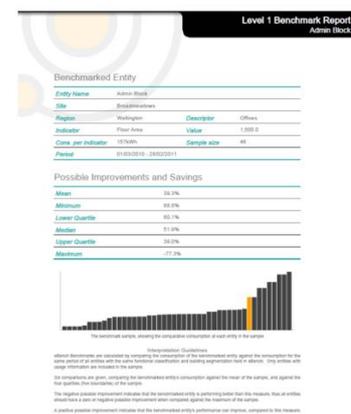
Benchmarking

e-Bench® was originally designed as a benchmarking database, hence its name. It was subsequently expanded to provide the targeting and monitoring functions we have discussed elsewhere in this proposal. However, it does have at its heart a very powerful benchmarking and simulation modelling tool, which allows us to normalize for the impacts of climate, utilization, equipment load and construction. The sophistication of these benchmarking features working alongside data capture and tracking systems makes e-Bench® unique internationally.



e-Bench® has probably the best benchmarking datasets in Australasia. Energy TS who are the developers of e-Bench® is an energy management company as well. As part of their energy management work they have undertaken a number of Energy Audits, meaning they have acquired a large set of verified energy performance statistics which are used in e-Bench® as industry standard benchmarking standards.

e-Bench® also has benchmarking where a series of normalizations or corrections are used. No other package in the world has the same range of sophisticated algorithms and benchmarking tools as e-Bench®.



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3.0) e-Bench® Extra

3.1) What is e-Bench® Extra and who might it suit?

e-Bench® *Extra* is the provision of services above and beyond what is available from our standard e-Bench® subscription. It would best suit an organisation that doesn't have a dedicated resource to deal with energy management. When we say 'dedicated', we mean only working on energy management and therefore not distracted by operational issues. This doesn't mean it has to be full time, but it does need to be dedicated.

Why dedicated? Energy management requires a strategic approach as a substantial amount of time is required in analysis and investigations. Experience has shown that where an organisation tasks someone with the responsibility for energy management, and where that individual has an operational element in their role, then the operational elements always dominate. Examples of operational issues include attending plant breakdowns or assisting with an office move. In other words, even with the best will in the world energy management initiatives may at best proceed far slower than they should, if at all.

e-Bench® *Extra* is all about providing additional capacity to an organisation that wants to manage their energy more effectively, but lacks the resources essential to make it happen.

3.2) Additional e-Bench® Software Management Services

These might be:

- Establishing the energy baseline that can be used by ISO 50001 to measure success;
- Setting targets for individual assets and buildings and then reporting on progress against these targets;
- Ensuring asset data is collected and entered into e-Bench® so we can report on energy intensity;
- Expanding the range and type of automated management reports that can be sent out to staff members on a monthly basis;
- Arranging for the upload of images of the assets so they can be attached to reports;
- Ensuring exception report errors are being acted on by the organisation;
- Expanding the range of energy and utility types that are being tracked to include vehicles, water, waste water, and full Scope 1,2 and 3 materials as part of ISO 14064;
- Assisting an organisation with their CEMARS or carboNZero accreditation programmes;
- Training sessions at the staff premises on how best to understand and extract information out of e-Bench®;
- Following up with retailers to sort out billing or meter reading issues.



Component Analysis

Display Stacked Non-Stacked

By Source Meter Deaggregate Energy Type Site

Plot only

Diesel Domestic Air Travel

Electricity Generated Electricity

Natural Gas Petrol (Unknown)

Petrol - Unleaded 91 Petrol - Unleaded 96

Rental Car 1600-2500cc Short Haul Air Travel

Taxi travel (\$)

Meter types All Only TOU Only non-TOU

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4.0) Energy and Utility Management Services

Energy and Utility Management Services are available across a wide range of deliverables. In essence, we become your de-facto Energy Manager and are available to provide as much, or as little, input or assistance into the management of your energy use as you might feel is reasonable, or are able to budget for. Of course, energy management is the one theme of sustainable initiatives that more than pays for itself. Examples of these services include the following:

4.1) Energy and Utility Management & Implementation Plans

Many organisations have little or no systematic pathway to realising the benefits and efficiencies that can come from reducing the consumption of energy and utilities.

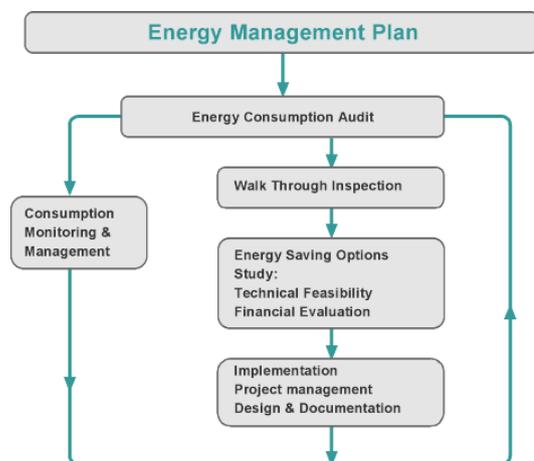
Having a systematic approach to the management and reduction of energy and utilities and is outlined in the ISO 50001. Having it in an ISO format is one thing; having it in a practical and implementable format is another. As after all the efficient use of energy and utilities can only come from the practical implementation of projects, whether they be technologically driven or behaviourally driven.



In order to put together an effective Plan requires bringing the whole organisation together, with the views of senior management representing the values and direction they want to see the organisation take. Investment criteria hurdles needs to be understood as well as where capital for investment for projects can come from. Each year will need to have their own set of projects to be implemented, who is going to champion and manage their implementation, and feedback loops clearly to be set out, so success can be assessed and reported on.

These will then need to be brought together into a single coherent document, along with other supporting strategies and policies such as waste management, procurement, maintenance strategies, asset plans, so that energy management adopts an inclusive approach.

Organisations where Energy TS has assisted with the development of their plans include the likes of Eastern Institute of Technology, Unitec, Rodney District Council, Wellington City Council, Massey University and Parliamentary Service.



4.2) Project Management of the Implementation of the EUM&I Plan

Energy TS are also able to take on the responsibility of implementing the Energy and Utility Management & Implementation Plan (EUM&IP) on behalf of an organisation to the point that the Plan is embedded into the culture and business systems, and it is self-sustaining. The early stages of implementing the Plan will entail the development of the business cases for funding, technical development of the schemes and the provision of detailed energy management reports to key senior management, outlining the successes and what might be the next steps associated with the programme.

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4.3) Full Organisational Carbon Footprinting

A carbon footprint is "the total set of GHG (greenhouse gas) emissions caused directly and indirectly by an individual, organization, event or product" (UK Carbon Trust 2016). An individual or organisation's carbon footprint is measured by undertaking a GHG emissions assessment. Once the size of a carbon footprint is known, a strategy can be devised to reduce it.



The main types of carbon footprint for organisations are:

- **Organisational** - Emissions from all the activities across an organisation, including buildings' energy use, industrial processes and company vehicles.
- **Value chain** - Includes emissions which are outside an organisation's own operations (also known as Scope 3 emissions). This represents emissions from both suppliers and consumers, including all use and end of life emissions.
- **Product** - Emissions over the whole life of a product or service, from the extraction of raw materials and manufacturing right through to its use and final reuse, recycling or disposal.

One of the more challenging aspects for many organisations is providing a means of keeping abreast of what their organisation's carbon footprint might be. There are clear guidelines in ISO 14064/1 for doing this, which set out the principles to be followed – the biggest challenge is updating the constant stream of data that subsequently accompanies it.

Energy TS's software management system e-Bench® provides a viable alternative to other means of establishing and monitoring an organisation's carbon footprint. We use the ISO protocols in establishing the organisational boundaries and then use our data loading systems to keep the database up-to-date. The database can be independently verified by any third party auditors as required under ISO14064/3 which will in turn minimise the compliance costs.

4.4) Energy Audit Services

Undertaking analysis of energy use within the organisation and structuring an effective plan of changes and implementation projects. This may include Level One and Two Energy Audits or even extend to Investment Grade Audits, where we would be required to guarantee reductions in energy consumption and a financial return to the organisation from the implementation of a specific project.

Level One Energy Audit

Having an appreciation of how well assets and facilities might be performing is a critical stage of any energy management plan. Energy TS has a strong track record in undertaking Level One Energy Audits (L1EA) or as EECA title it – A Scoping Study. What this produces, is a snap shot of how well assets and facilities are performing compared to average and best practice guidelines, with the potential savings in kWh and dollars listed in the ensuing report. It is the business case behind taking further action.

We have found that this stage to be critical in obtaining the buy-in of the various professionals within an organisation that may have more a day to day or operational focus than a strategic one. For these individuals it is often the first time they have the opportunity to appreciate just how efficient, or

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inefficient their portfolio of assets and facilities might be performing and how they might compare to those in other comparable organisations.

The resulting report provides the business case to facilitate the participation of senior management. An example of such a report might be as follows

EXECUTIVE SUMMARY

Generally we are pleased to report that from an energy efficiency perspective, the majority of XXX facilities we were asked to include within the scope of this L1EA would appear to be well run and managed. We performed an analysis using “average” and “best practice” energy use intensity (EUI) with which to compare the “actual” consumption EUI against. A summary of these results are set out on page 8 and again in Appendix 1.

Even though we are able to state the majority of facilities appear to be reasonably efficient, there is however still room for improvements. Our benchmark study has highlighted there is the scope to make annual energy savings of **1.304 GWh** or **\$187k** if all the facilities achieved an average performance and annual savings of **5.20 GWh** or **\$705k** if best practice was realised, as shown below:

Annual Total Consumption GWh	Annual Total Expenditure \$\$\$	Savings for Average Performance GWh	Savings for Average Performance \$\$\$	Savings for Best Practice Performance GWh	Savings for Best Practice Performance \$\$\$
15.76	\$2,378,200	1.304	\$187,000	5.20	\$705,000
		8.3%	7.9%	33.0%	29.6%

XXX Council - Summary of all Sites												
Site	Indicator	Unit	Annual Consumption kWh	Actual EUI m2	Av EUI m2	Best Prac EUI m2	Cents kWh	Diff to Average kWh	Potential Savings \$\$\$	Diff to Best Pr kWh	Potential Savings \$\$\$	
Admin/Offices	440	m2	91,936	209	190	80	13.34	8,336	\$1,112	56,736	\$7,569	
Council Chambers	440	m2	61,670	140	190	80	19.47	0	\$0	26,470	\$5,154	
Admin/Offices	450	m2	53,676	119	190	80	14.11	0	\$0	17,676	\$2,494	
Admin/Offices	3,000	m2	596,986	199	190	80	14.97	26,986	\$4,040	356,986	\$53,441	
Library	4,500	m2	298,898	66	70	50	15.99	0	\$0	73,898	\$11,816	
Library	2,145	m2	150,660	70	70	50	17.71	510	\$90	43,410	\$7,688	
Library	675	m2	93,055	138	70	50	19.31	45,805	\$8,845	59,305	\$11,452	
Toilet Block	50	m2	139,871	2,797	25	18	17.24	138,621	\$23,898	138,971	\$23,959	
Mount Action Centre	5,000	m2	140,280	28	50	25	13.78	0	\$0	15,280	\$2,106	
Archive/Warehouse	400	m2	88,776	222	50	30	12.88	68,776	\$8,858	76,776	\$9,889	
Sewage Pump Station	785,000	m3	83,700	0.32	0.50	0.90	15.67	15,066	\$2,361	48,546	\$7,607	
Sewage Pump Station	600,000	m3	59,600	0.63	0.50	0.90	14.31	0	\$0	16,092	\$2,303	
Outfall Pumps	12,400,000	m3	611,263	0.47	0.50	0.90	15.11	18,338	\$2,771	262,843	\$39,716	
Sewage Pump Station	627,000	m3	140,752	0.60	0.50	0.90	17.36	0	\$0	42,226	\$7,330	
Sewage Pump Station	2,100,000	m3	297,005	0.69	0.50	0.90	14.40	0	\$0	14,850	\$2,138	
Sewage Treatment Plant	3,653,984	m3	1,608,654	1.02	0.93	0.33	12.56	160,865	\$20,205	1,093,885	\$137,392	
Sewage Treatment Plant	6,238,908	m3	3,262,770	1.08	0.93	0.33	12.50	522,043	\$65,255	2,251,311	\$281,414	
Water Pump Station	2,780,485	m3	315,371	0.82	0.50	0.90	13.84	0	\$0	22,076	\$3,055	
Water Treatment Plant	8,143,007	m3	457,745	0.0562	0.07	0.05	13.80	0	\$0	32,042	\$4,422	
Treatment Plant	5,246,639	m3	1,314,347	0.0492	0.07	0.05	12.51	0	\$0	92,004	\$11,510	
Raw Water Pump Station	5,275,344	m3	1,654,149	0.78	0.50	0.90	12.10	0	\$0	82,707	\$10,008	
Raw Water Pump Station	8,461,652	m3	2,583,639	0.82	0.50	0.90	12.21	0	\$0	0	\$0	
			14,104,804					1,005,346	\$137,436	4,824,091	\$642,461	

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5.0) e-Calc™ - KNOW THE PAYBACK

5.1) Track and report on energy and environmental initiatives with confidence

If you're involved in making decisions about energy, water or waste efficiency in your organisation, e-Calc™ will let you know the payback you can expect and track the financial impact over time.

Energy TS's new environmental management and sustainability reporting software allows you to oversee and compare the return on investment from different energy and environmental management projects and make consistent, confident decisions. It can be integrated with Energy TS's market-leading e-Bench® or used stand-alone.

And as an EECA Business programme partner, Energy TS can apply to EECA for up to 40% of the cost of e-Calc™ for any organisation, based on anticipated savings.

5.2) Demonstrate the value sustainability delivers

e-Calc™ makes it easy to demonstrate the impact and ongoing savings from your current programmes and make compelling business cases for new initiatives. It gives you a cost benefit analysis you can trust using a benefits protocol based on the world-leading International Performance Measurement and Verification Protocol (IPMVP) standards and verifiable logic.

The cloud-based e-Calc™ makes it easy to see the financial impact of changes in energy and environmental management. Savings or avoided costs can be reported in dollars, greenhouse gas emissions and kilowatt hours, meaning you can show others the value your energy or environmental projects deliver in their language.

5.3) Accurately report and forecast

e-Calc™ helps facilities, energy, procurement and sustainability managers report on success with confidence and build compelling financials to influence budget decisions. It gives the knowledge to minimise costs and maximise the returns from environmental management programmes.

e-Calc™ lets you demonstrate the value and need for a corporate social responsibility programme and provides the structure for sustainability reporting, providing greenhouse gas emission reporting in accordance with ISO 14064 and energy management reporting in accordance with ISO 50001.

e-Calc™ was awarded a Commendation in the Ricoh Mega Efficiency Innovation Category at the 2016 NZI Sustainable Business Network Awards.

To find out more about how e-Calc™ can help you know the pay back of energy, water and waste initiatives or how to access the EECA business subsidy, get in touch with the Energy TS team today.

Energy TS Capability Statement



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Test Organisation

This Year	Total Savings Last Year	Previous Years
\$1,539,521.73	\$605,150.15	\$108,000.00
Direct Savings / Cost Avoidance / Income / Value Added	Direct Savings / Cost Avoidance / Value Added	Cost Avoidance

The Benefits Protocol contains a series of categories, which within each Category has a series of Actions that if performed will result in either financial savings or avoided costs, or a combination of both. At the moment the Benefits Protocol, has twenty-two separate categories; but this could increase as additional co-benefits from the implementation of energy, utility and sustainability initiatives are identified. Each Category has a set of algorithms or calculations that when applied to the Actions performed in the Category will qualify the financial benefit that has been derived from performing these Actions.

Category	Total saved this FY	Total saved last FY	
 Opportunity Savings/Avoidance <small>1 projects currently access this benefit</small>	\$3,167.67 <small>Direct Savings</small>	\$4,133.70 <small>Direct Savings</small>	Create Project
 Financial Recovery <small>1 projects currently access this benefit</small>	\$99,880.00 <small>Direct Savings</small>	\$22,880.00 <small>Direct Savings</small>	Create Project
 Prompt Payment Discounts <small>2 projects currently access this benefit</small>	\$54,000.00 <small>Cost Avoidance</small>	\$52,000.00 <small>Cost Avoidance</small>	Create Project
 Tariff Optimisation <small>2 projects currently access this benefit</small>	\$1,496.80 <small>Direct Savings / Cost Avoidance</small>	\$2,732.70 <small>Direct Savings</small>	Create Project
 Targeting & Monitoring Management <small>1 projects currently access this benefit</small>	\$8,300.00 <small>Cost Avoidance</small>	\$23,415.00 <small>Cost Avoidance</small>	Create Project
 Power Factor Optimisation <small>1 projects currently access this benefit</small>	\$95.55 <small>Direct Savings / Cost Avoidance</small>	\$422.47 <small>Direct Savings</small>	Create Project
 Peak KVA Reduction <small>1 projects currently access this benefit</small>	\$28.19 <small>Direct Savings / Cost Avoidance</small>	\$599.45 <small>Direct Savings</small>	Create Project
 Transformer Capacity Reservation <small>1 projects currently access this benefit</small>	\$1,235.20 <small>Direct Savings</small>	\$1,410.40 <small>Direct Savings</small>	Create Project
 Demand Response Measures (DRM) <small>1 projects currently access this benefit</small>	\$28,715.07 <small>Direct Savings</small>	\$43,490.07 <small>Direct Savings</small>	Create Project
 On Site Generation <small>2 projects currently access this benefit</small>	\$684.49 <small>Cost Avoidance</small>	\$1,635.58 <small>Cost Avoidance</small>	Create Project
 Continuous Commissioning & Maintenance Management <small>1 projects currently access this benefit</small>	\$9,388.95 <small>Cost Avoidance</small>	\$3,850.00 <small>Cost Avoidance</small>	Create Project
 IT Control Strategy <small>2 projects currently access this benefit</small>	\$11,121.90 <small>Direct Savings / Cost Avoidance</small>	\$10,646.36 <small>Direct Savings</small>	Create Project
 Video, Teleconferencing & Travel <small>1 projects currently access this benefit</small>	\$3,609.00 <small>Direct Savings</small>	\$1,744.00 <small>Direct Savings</small>	Create Project
 Fleet Management <small>1 projects currently access this benefit</small>	\$32,333.33 <small>Cost Avoidance</small>	\$106,999.97 <small>Direct Savings</small>	Create Project
 Behavioural Change <small>1 projects currently access this benefit</small>	\$2,790.00 <small>Cost Avoidance</small>	\$9,090.00 <small>Direct Savings</small>	Create Project
 Improved Working Condition <small>1 projects currently access this benefit</small>	\$25,900.00 <small>Cost Avoidance</small>	\$32,550.00 <small>Cost Avoidance</small>	Create Project
 Supply Chain Management <small>3 projects currently access this benefit</small>	\$470.00 <small>Direct Savings</small>	\$7,555.00 <small>Direct Savings</small>	Create Project
 Life Cycle Procurement <small>1 projects currently access this benefit</small>	\$14,899.47 <small>Cost Avoidance</small>	\$38,567.00 <small>Direct Savings</small>	Create Project
 Project Savings <small>6 projects currently access this benefit</small>	\$38,569.95 <small>Direct Savings / Cost Avoidance</small>	\$55,518.86 <small>Direct Savings</small>	Create Project
 Increased Property Value <small>3 projects currently access this benefit</small>	\$1,144,118.36 <small>Income / Value Added</small>	\$77,326.03 <small>Value Added</small>	Create Project
 Reduced or Reused Secondary Resource <small>7 projects currently access this benefit</small>	\$58,717.81 <small>Income / Value Added</small>	\$108,583.56 <small>Value Added</small>	Create Project