



# Capability Statement

**Your People in Power**



**We're the  
Energy Experts,  
so you don't  
have to be.**

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# Our Mission

**"To empower our customers to manage energy costs, improve energy efficiency and become grid independent."**

# What We Do



**Leading Edge Energy is an integrated energy management consultancy and brokerage. In simple terms this means that we help you navigate the complexities of the Australian energy market to save you time and money.**

We provide expert advice to help you compare the various options for electricity and gas, make immediate savings on your energy costs and give you control over your energy usage.

Most importantly, we combine our expertise and market knowledge with the unique needs of your business to ensure you get the best possible solution and savings.

Whether it's saving you time and money, or setting you up for grid independence with an innovative solar and battery solution, you can rely on the energy experts at Leading Edge Energy to provide you with certainty and outstanding service.

Our goal is to be your trusted energy management advisor.

**Leading Edge Energy –  
we're your people in power.**

# Our Values

**Everything we do at Leading Edge Energy is underpinned by our core values and commitment to help our clients reduce their energy costs, improve their energy efficiency and reduce their dependence on conventional grid-sourced power.**



## **Integrity**

Our service is built on honesty, transparency and a consultative client experience. We provide a professional service and we want to be our clients' trusted, long-term energy management advisor.



## **We Listen**

We take the time to listen to our clients' needs. We understand that each client has unique needs and a specific set of circumstances based on their business and the industry in which they operate.



## **Process-driven**

We combine our understanding of state-based energy cost drivers and tariff structures with our proprietary software and systems to provide the analysis and reporting that delivers better financial results to our clients.



## **Analytical**

We are accountants and analysts that take pride in our thorough and detailed approach. We focus on providing detailed and reliable information, along with analysis and reporting that helps our clients make better, more informed decisions about their energy use.



## **Expertise**

We understand Australian energy markets inside and out. Our knowledge of the retail and wholesale electricity and gas markets right across the country ensures our clients receive the right advice based on where they operate. We monitor the National Energy Market in real time so we know when to go to tender to secure the best deals for our clients.

# Our Capabilities



**The energy market in Australia is complex. From energy bill analysis and recommendations of better options, through to detailed multi-site energy tenders, Leading Edge Energy has the expertise and ability to help you navigate the energy market and achieve better business outcomes.**

And because the only constant in the energy market is change, we will be by your side to offer assistance and advice whenever you need it.

The following pages detail our capabilities in these critical areas:



**Commercial Energy Tenders**



**Review and Optimise  
Tariff Structures**



**Network Tariff Optimisation**



**Solar Energy Tenders &  
Battery Storage Procurement**



**Monitoring & Account  
Management**



**Detailed Consumption  
Analysis**



**Real-time Consumption  
Management**



**Multi-Site Energy Tenders**



**Integrated Energy Efficiency**

# Commercial Energy Tenders



**Leading Edge Energy has long-standing and robust relationships with all the major energy retailers in Australia. This means we can access the best rates and deliver tangible energy cost savings for our clients.**

Our strong relationships, combined with our dedicated approach to analysis, negotiation, evaluation, reporting and quality assurance ensures we can execute a highly-competitive and time-bound tender for your business.

We also help manage risk and business operating expenditure, so you can spend more time focusing on running your business, instead of trying to fathom the complex wholesale and retail energy markets.

Let Leading Edge Energy guide you through your Commercial Energy Tender process to get the very best outcome for your business.

## What this means for our clients

- ✓ Market-leading energy rates
- ✓ Improved risk management
- ✓ Improved understanding of business energy contracts
- ✓ Detailed quantified savings and comparison reports on offers
- ✓ Best practice management, offers presented on a like-for-like basis
- ✓ Benefit from our established and long-standing retailer relationships
- ✓ Benefit from our established tendering system
- ✓ Contract execution with administration services included
- ✓ Significant time and cost savings

# Review & Optimise Tariff Structures



## Let us deal with the energy retailers on your behalf to ensure you have the best possible electricity and gas tariff structures for your business.

The energy experts at Leading Edge Energy have a deep understanding of what drives energy markets and tariffs. The energy market is complex and subject to volatility in regulations and rates, which can result in anomalies in costs for commercial and industrial customers.

Our energy procurement service provides you with a detailed analysis of your usage patterns and billing data. We analyse this data to determine if you are paying more than you should be.

As soon as we identify tariff plan anomalies, we present you with a detailed report and a proposed solution for your business. Based on these findings, we will instruct the retailer to restructure your account to deliver immediate financial savings. We can do this before even putting your contract out to tender, which will drive even further savings.

### What this means for our clients

- ✓ Save time dealing with energy retailers
- ✓ Expert advice on optimisation opportunities
- ✓ Detailed forecast and report of quantified savings



# Network Tariff Optimisation



**Network charges are set by distributors to offset the costs of delivering electricity from the generator to retail customers. You might have heard these referred to as the “poles and wires”, and they are overseen by the Australian Energy Regulator. Network costs make up about half of the average electricity bill. Through our Network Tariff Optimisation service, we make sure that you pay only what you owe.**

Because distributors have their own set of complicated tariffs and charges, many businesses accept the costs at face value, not realizing there are significant savings to be made if you ask the right questions. That’s where Leading Edge Energy can help – we have the expertise in sifting through the data and regularly reviewing the fees your company pays to ensure you never pay more than you need to.

Doing this allows us to check if your current tariff is the lowest possible rate based on how your usage data compares with the eligibility criteria for every other tariff. Our experts will then send you an easy-to-understand report that outlines if and where savings can be made.

Next, we contact your supplier, renegotiate terms, and request that your business’ account be put onto a lower tariff scheme.

## **What this means for our clients**

- ✓ Expert advice on tariff optimisation
- ✓ Detailed forecast and report of quantified savings
- ✓ Save time dealing with energy providers

# Solar Energy Tenders & Battery Storage Procurement

**Installing a rooftop solar generation system is becoming more affordable, and when coupled with a battery, your business can reap financial rewards and decrease its carbon footprint. But with so much information and market complexity, it can be hard to work out the right solution to meet your needs.**

**Leading Edge Energy makes the procurement process for solar energy and battery storage easier. We do this by running a full analysis of the best solution available, tendering for the recommended system, and providing analysis and breakdown of the return on investment.**



## Solar Energy Tenders

There are many benefits to businesses that adopt solar energy, including cost reductions and decreasing the risk of reliance on the grid. But commercial adoption has been slow, likely due to confusion caused by all the noise in the market from media and various industry participants.

Leading Edge Energy will help cut through the noise by presenting the best possible options for your business so you can make a well-informed and confident decision. We start by rationalising the system design and specifications to ensure all the photovoltaic (PV) system providers deliver quotes that can be reviewed on a like-for-like basis.

Our service includes system design, specification and tender outcome reporting. We also provide our clients with monitoring and support for the system to ensure it is working correctly for the life of the system – as long as you remain a customer through our rates service.

## Battery Storage Procurement

Installing a rooftop solar generation system is becoming more affordable, and when coupled with a battery, your business can reap financial rewards and decrease its carbon footprint. But with so much information and market complexity, it can be hard to work out the right solution to meet your needs.

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# Net Zero

Leading Edge Energy can help your business reduce its carbon footprint and become more sustainable. When you achieve Net Zero your business is effectively carbon-neutral – meaning the greenhouse gas emissions created by your business are offset by the amount of emissions you take out of the atmosphere.

Net Zero can be reached by increasing energy efficiency in your business, using renewable energy sources (such as solar energy and storage), optimising your supply chain and offsetting any remaining emissions by purchasing carbon credits.

Achieving Net Zero can be done cost-effectively, without hurting your business bottom line. And showing a commitment to creating a carbon-neutral business can help you attract new customers who want to contribute to a healthier future for our planet and environment.



## How we help your business get to Net Zero

- ✓ Analyse and measure energy usage, consumption and demand across your entire business, to quantify your greenhouse gas emissions.
- ✓ Conduct a competitive energy tender to find a retailer who can support your transition to Net Zero.
- ✓ Provide guidance on the technology solutions that will be most effective in delivering energy efficiency to your business.
- ✓ Provide guidance on renewable energy options including solar power and storage.
- ✓ Transition your business to grid-independence to reduce emissions, increase certainty and reduce energy costs.
- ✓ Offset any remaining emissions by procuring carbon credits that represent investments in projects that reduce, remove or capture emissions from the atmosphere.

## Become a certified carbon-neutral business

Leading Edge Energy can not only help your business achieve Net Zero, but we can also validate your achievement. We can assist you in obtaining carbon-neutral certification, which you can use to demonstrate your commitment to sustainability in your marketing and other communications.

# Monitoring & Account Management

**Leading Edge Energy provides energy consumption monitoring analysis and reporting to help you understand when, where and how your business uses electricity. By studying data on your invoices and usage, we will identify areas of potential improvement and eliminate unnecessary waste.**

**In our experience, one in 20 invoices we analyse contains some form of billing error, network tariff misallocation or anomaly that requires further investigation.**

**Why? Simple! Because most large market electricity invoices in Australia are complicated by design. Unless you have an in-depth understanding of the billing system it's next to impossible to identify errors, so instances of overcharging go unnoticed.**



## **Our Solution**

We designed our invoice validation service to protect you from billing errors and network tariff anomalies. We provide this complimentary service to all our commercial and industrial electricity clients.

To resolve invoicing issues, our cost analysis experts assess and enter the content of each invoice into our validation system, Energin, to check that everything is in line with the retail supply agreement. We investigate all irregularities and resolve errors for you, with the goal of ensuring that you're not paying one cent more than you should.

## **The validation process includes a review of**

- ✓ Energy charges
- ✓ Network charges
- ✓ Environmental charges
- ✓ Market charges
- ✓ Metering and service charges
- ✓ Line losses

# Detailed Consumption Analysis



**Leading Edge Energy provides an energy consumption and reporting service that helps you identify when and where your business is using energy. Our 24/7 online reporting portal gives you close to real-time results on your energy usage.**

We also provide detailed email reporting and alerts in the event of unusual consumption data.

These tools help you take direct control of your energy consumption and identify any problem areas so they can be addressed quickly and efficiently.

# Real-time Consumption Management

**How much does it cost to cool your business premises? How much does it cost your company to keep the lights on after hours? How much would your business save if you adjusted your setup?**

**Energy invoices tell users very little about how their business consumes energy. While detailed meter reports fill in the blanks left by retail energy bills, the data isn't real-time and does not provide a clear picture of circuit-based energy data.**



## Our Solutions

Our main goal at Leading Edge Energy is to empower you and other business owners by providing tools for closely monitoring and controlling your consumption of electricity and other utilities, supported by detailed, real-time data to improve profit margins. Knowing how your business consumes energy, lets you identify areas of unnecessary and high consumption and pinpoint opportunities for cutting costs.

Without the convenience of access to real-time consumption data, you won't be able to act promptly enough to reduce unnecessary spending due to inefficiencies and waste. We offer a range of reputable, advanced energy monitoring and verification solutions suited for commercial and industrial applications to help you keep on top of your business' electricity usage in real-time.

User-friendly on-site, PC, web and mobile device interfaces grant simple access to electricity consumption data anywhere, anytime.

## Account management

While your new energy contract may only be for a short fixed period, we are committed to delivering your business cost savings over the long-term. We do this by managing any communication required with retailers, managing transfers, setting up accounts and resolving any billing errors in the future.

Our goal is to save you time, hassle and to deliver even further cost savings as opportunities arise, allowing you to concentrate on your business.

Our account management provides realistic, on-going savings of around 2%.



# Multi-Site Energy Tenders



**If your business operates across multiple sites, managing your energy usage and costs is more complex. This is exacerbated when those sites are in different states where regulations and tariffs are different.**

It takes the expertise and experience of Leading Edge Energy to efficiently manage the energy usage of businesses with multiple entities or sites in various locations around Australia.

You're in good hands with the multi-site specialists at Leading Edge Energy. Join over 1,000 businesses across many industries in Australia who have entrusted us to help manage their energy needs.

Our proprietary technology and automated procurement platform ensures we have the firepower to handle large volumes of sites and tenders.

**See some real case studies on page 18 that demonstrate the savings we have helped deliver for Australian businesses.**

# Integrated Energy Efficiency

**Using electricity efficiently is a critical factor in shrinking your energy bill. This may mean investing in new technology, or it can be as simple as changing daily behaviours. To help your business save on costs, we can provide an energy efficiency assessment on your site to reduce your energy usage.**

**Here are some of the areas where we work with you to identify smarter technology and usage to provide immediate cost savings.**



## Lighting Upgrades

Old-fashioned lighting appliances are inefficient and cost a lot of money to run. Depending on the type of business you have, your lighting may make up an average of 20% of your total energy bill. Thankfully, through our energy efficiency assessments, Leading Edge Energy can offer comprehensive advice on the different types of lighting solutions that can save you up to 90% of your lighting costs.

To help you achieve that, we schedule an energy efficiency assessment that looks into the lighting needs of your business, such as how long bulbs will be turned on, and then recommend the right type of bulbs for your purpose. Our suggestions will not only give you the best cost-benefit over time in consumption but last longer as well.

We also look into factors such as ambient, specialised lighting and dimmable bulbs. This means that we can recommend a variety of bulbs like halogen or LED lamps, or even switches for controlling brightness. This way, you can save without sacrificing your needs or aesthetics.

## Heating and Cooling Upgrades

Heating or cooling systems make up a huge chunk of electricity costs, whether your business needs air conditioning, refrigeration or heating. That said, there are various ways to save on these costs with upgrades that we can help you identify and address.

Leading Edge Energy continually watches the market for the best and most energy-efficient natural refrigerant-based systems to recommend to our clients. We often focus on hydrocarbon refrigerant blends instead of synthetic ones because the former can lead to 17% to 38% energy savings.

# Integrated Energy Efficiency

## Heating and Cooling Upgrades (continued)

When it comes to air conditioning units, we can audit your business space and determine the optimal heating and cooling output. Over-laboured systems work harder and consume more energy in the process. On the other hand, under-utilised power results in poor efficiency and more significant capital expenditure.

To avoid these unnecessary expenses, we assess your requirements to identify the ideal system for you, based on cost and energy efficiency. Typically, the upgrades we recommend for HVAC units can reduce consumption by 20% to 60%, representing a large cost saving.



## Power Quality Upgrades

This is where it gets somewhat complex, but rest assured the energy experts at Leading Edge Energy understand energy and power inside out so we can navigate these technical areas to help you save on energy consumption and costs.

## Voltage optimisation

Australia's power supply tends to fluctuate and vary in voltage due to the long distances between poles and wires, the old distribution networks designed to operate at a higher voltage, and the rampant, intensive use of air conditioners.

The voltage supplied in Australia is often much higher than what is actually needed, so it's very inefficient. Leading Edge Energy corrects this to lower the amount of energy consumed by motors such as in air conditioners by up to 10%. This means less wasted energy, better power quality, extended lifespans for devices and lower electricity bills.

## Power factor correction

Apparent Power is the power the network sees while Real Power is the power used on site. Ideally, these figures should be matched to signify that energy is being supplied adequately. If not, the Power Factor, or the difference between Real Power and Apparent Power, has to be determined.

Once we know the Power Factor, we can correct it by installing capacitors as needed to operate various appliances efficiently and reduce electricity charges by up to 10%.

## Case Studies



### **\$60,000 in savings across five sites**

Leading Edge Energy worked with a multi-site hotel group and oversaw the sourcing and installation of solar power across five sites that reduced their energy expenditure across all sites by a total of \$60,000.

### **Reducing energy spend by \$150,000**

Blackwall Real Estate Group approached Leading Edge Energy to take a look at energy usage and expenditure across multiple business sites. We immediately identified an opportunity to group the various sites together to access wholesale rates in the energy market. We took this to tender on the wholesale market and calculated that Blackwall's would achieve 20% savings on average, or \$150,000.



# Your People in Power



**James Iliffe**  
Managing Director



**Patrick Dobbin**  
Executive Director



**Tim Iliffe**  
Executive Director



**Ewen Beard**  
Sales Manager



**Ben Wallington**  
Energy Management  
Consultant



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**Ying Chan**  
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**Matt Toland**  
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**Charles Guo**  
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## Our Partners





# We're the energy experts, so you don't have to be.

Contact us today to find out how we  
can save you time and money.

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