



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 clients to manage their energy costs and improve energy efficiency to minimise their carbon footprint and grid dependence.”



What We Do

Leading Edge Energy provides expert advice to help businesses compare and choose the best fit for electricity and gas.

But why choose us?

We are not just an energy comparison site. Our Energy Management Consultants analyse your data to identify ways we can build a bespoke strategy delivering instant and long-term energy savings through procurement, billing structure, network tariff optimisation, energy efficiency and onsite solar generation.

Our ethos centres around trust and transparency. We are proud that thousands of Australian businesses put their trust in us, saving them time and money.

Relationships are important to us. We listen to our clients' pain points and tailor our approach to creating energy solutions that meet individual needs.

Our people are professional and always operate in the best interest of our clients and regularly follow up. All offerings we present to clients are obligation-free. Our service is 100 percent success-based. We back ourselves, and we do not charge upfront consultancy fees or issue invoices if our clients do not pick any offer we present them.

What We Do

"Our ethos centres around trust and transparency. We are proud that thousands of Australian businesses put their trust in us, saving them time and money."



We present our clients with comprehensive, transparent, and understandable electricity and gas comparison offers.

Our dedicated account managers are always plugged into the market looking for signs of volatility and opportunity to report back to our clients to help avoid risk and act on favourable market conditions.

As part of our partnership with our clients, we continually provide educational material about the current and future state of the energy market through regular email and newsletter updates. We also like to get on the phone and chat with our clients if we feel they should be aware of any new developments.

We want to be your one-stop shop for energy-related matters. As part of your account management setup, we will monitor for any billing issues or anomalies. No need to wait on hold with your retailer. We'll flag any issue with you and fix it for you.

Long-term partnerships and relationships are our goals. Whether you are a small operator or a large industrial one, we want to accompany you on your energy journey for the long haul.

Whether you need advice on solar, future tech, or even help to understand your energy bill, we're here to help.

We love a chat and someone will always be there for you if you want to get in touch for a chat.

Leading Edge Energy - We are your people in power.



Our Values

Leading Edge Energy's core values are rooted in a commitment to help our clients reduce their energy costs, secure the best energy deals, improve energy efficiency, and reduce dependence on conventional grid-sourced energy to reduce their carbon footprint and pivot to a net zero emissions strategy.

We do this without compromising our integrity, transparency, and honesty.

- ✔ Integrity
- ✔ Trust
- ✔ Quality
- ✔ Empathy
- ✔ Progress
- ✔ Empowerment
- ✔ Wanting Better



Integrity

We strive to always be honest and transparent with our customers. No smoke and mirrors here - we tell it like it is and do what we say we will do. We stay authentic and hold ourselves accountable at every point of the process.



Trust

We work hard to win our customers' trust by being thorough, educated, confident and genuine. We've earned respect in our field by nurturing strong, loyal, and trusting relationships with partners and clients.



Quality

We integrate quality in the process, the outcome, and our customer service that is unmatched in the current marketplace.



Empathy

Rather than closing sales, our team is focused on helping people. We understand that you want to spend more time and energy on growing your business instead of being weighed down by rising and volatile energy costs and we want to help you by making the process smoother for you because we care.



Progress

We aim for innovation and continuous development within our company and partner organisations. We believe in leading with our strengths and finding solutions through lateral and creative thinking.



Empowerment

We believe in giving our customers the ability to understand and manage their energy consumption and costs by providing them with proper and transparent guidance based on real data on the energy market.



Wanting Better

Leading Edge Energy is a socially responsible company committed to progress and innovation. We support the transition to more sustainable, environmentally and economically viable solutions to global issues.



Our Capabilities

The energy market in Australia is complex.

From energy bill analysis to fixed energy contract tenders, detailed multi-site energy tenders and planning your journey to net zero emissions, Leading Edge Energy has the expertise to help you navigate the energy market and achieve better business outcomes.

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

The following pages detail our capabilities in these critical areas:

Energy Purchasing
Account Management
Energy Project Consultation
Net Zero Consultation

Energy Purchasing

Businesses have different profiles and needs. We help Australian businesses find the right solution to fit their energy requirements

Fixed Energy Contract Tenders

Market Reclassification

Progressive Energy Purchasing

Portfolio/Multisite Energy Purchasing

Spot Market Contracts

Renewable PPAs

Fixed Energy Contract Tenders

Leading Edge Energy enjoys established and robust relationships with all major Energy retailers in Australia.

These relationships allow us to access the best rates and tender offers that our clients can enjoy

Our Energy Management Consultants are given exceptional training and mentoring to ensure a dedicated quality approach to energy procurement.

With detailed analysis followed by a quality-assured negotiation and evaluation process, we execute highly competitive fixed-price energy tenders for Australian businesses.

Our approach minimises risk exposure with a focus on market timing to ensure that your business gets the best rates for a fixed period to give you security, peace of mind and a cheaper, reliable energy supply.

See some real case studies in our Case Studies section demonstrating the savings we have helped deliver for Australian businesses.

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 are presented on a like-for-like basis
- ✓ Benefit from our established and long-standing retailer relationships
- ✓ Significant time and cost savings

Market Reclassification

Many business energy users may not be aware that there are different energy market classifications depending on consumption and volume.

Retailers put businesses into Small to Medium and Commercial and Industrial brackets, and rates can vary substantially.

Leading Edge Energy's consultants analyse billing structure and consumption data and often find that businesses can make big savings with some administrative changes.

If we identify an opportunity to make a saving, we will contact your retailer and ensure that your business is put into the correct market category, leading to immediate cash savings.

See some real case studies in page 26, that demonstrate the savings we have helped deliver for Australian businesses.

What this means for our clients

- ✓ Possibility of an immediate and substantial cash saving
- ✓ The knowledge that LEE has a deep understanding of their energy profile
- ✓ The possibility of future changes if your energy profile changes

Progressive Energy Purchasing

Progressive energy purchasing is a way of hedging your bets to fill your purchased energy quota over time.

Using this approach will allow you to purchase your energy usage in increments rather than contracting your total energy at once.

The downside of this method is that you may miss out on the lowest rate for the period of your contract, but on the upside, you will have multiple opportunities to purchase energy when prices are lower.

What this means for our clients

- ✓ Risk reduction
- ✓ Not getting stung when prices are high



Portfolio/Multisite Energy Purchasing

If your business operates across multiple sites, managing your energy usage and costs can be complex.

The situation can get out of hand, especially when sites are in different states where regulations, rates and tariffs differ.

Leading Edge Energy can efficiently manage the energy contracts of businesses with multiple entities or sites in various locations around Australia.

Our proprietary technology and automated procurement platform ensure that we can comfortably handle large volumes of sites and tenders.

Our consultants can help you streamline your energy procurement across different sites with multisite energy purchasing.

We bring things into line by issuing one tender for multi-sites which simplifies billing and administration, therefore enabling greater contract flexibility.

See some real case studies in our Case Studies section demonstrating the savings we have helped deliver for Australian businesses.

What this means for our clients

- ✓ We deal with your retailer(s), so you don't have to
- ✓ One tender for a multisite organisation
- ✓ Simpler billing and administration
- ✓ Benefits from sourcing energy from one provider

Spot Market Contracts

Spot market contracts can be quite risky, but they can be suited to businesses with the scale and flexibility to pivot their operations to respond to spot prices.

The idea is that if spot prices are unusually low, a high-energy-intensive business can take advantage if it can fast-start its operations to increase production and exploit the low prices.

Conversely, if prices are very high, the business can scale back its operations to wait for better market conditions.

A business could base all its operations on spot market contracts, or choose partial spot exposure.

What this means for our clients

- ✓ Real-time purchasing advice
- ✓ Increased flexibility



Renewable PPAs

Renewable energy Power Purchase Agreements are becoming a popular way for businesses to lock in long term rates for renewable energy.

PPA agreements involve businesses buying electricity directly from a renewable generator for a set period and at a fixed price.

Commercial and industrial energy consumers find these to be a long term hedge against volatile energy markets.

PPA's come with the additional benefit of being able to secure 100% renewable energy for a fixed price for the duration of the PPA.

On-site PPAs

The main gist of on-site power purchase agreements is that you're essentially allowing a solar generation company to install solar panels on your rooftop with no upfront cost. The electricity generated by these panels will be sold back to you at cheaper rates than traditional retailers might offer you.

You also won't have to leave your current power supplier, so you can still tap into traditional grid power during a shortfall.

Offsite PPAs

With an offsite PPA, the price for renewable energy is fixed. The remainder of the energy requirements will be purchased on the wholesale market.



What this means for our clients

- ✓ Security of supply of renewable energy
- ✓ Direct purchasing from a generator
- ✓ A fixed price for a set period
- ✓ Carbon footprint reduction

Account Management

Dedicated Account Manager

Monthly Invoice, Consumption and Emissions Reporting

Network Tariff Management

Budget Forecasts

Bespoke Reporting

Dedicated account manager

When you onboard with Leading Edge Energy, your business will be assigned a dedicated account manager who will tend to your every need.

Your account manager will always be on hand if you have any queries, questions or advice. We are proactive, and your account manager will analyse all your energy data to identify any opportunities to make savings through forward purchasing, billing analysis, network tariff optimisation, improved energy efficiency, market reclassification if applicable and much more.

Rather than being reactive and on the back foot, your account manager will present you with any opportunities they identify to improve your business outcomes.

What this means for our clients

- ✓ Security knowing that your account is being individually managed by a capable and dedicated professional
- ✓ We deal with the retailers, so you don't have to
Ongoing analysis and support to identify new opportunities for savings
- ✓ Peace of mind knowing that your billing is constantly being assessed and verified
- ✓ Your personal energy assistant is only one phone call away

Monthly invoice, consumption and emissions reporting

As a Leading Edge Energy client, you will receive monthly invoices, and consumption and emissions reports.

These detailed reports are presented to you in a manner that is easy to understand.

We find that on average, 1 in 20 electricity bills contain some form of mistake or anomaly that needs to be investigated.

Your account manager will analyse every invoice issued to you to ensure that you have not been overcharged.

We will also monitor any changes to your consumption to identify whether there may be any opportunities to make savings through network tariff optimisation or market reclassification.

Your monthly report will also contain greenhouse gas emissions reports to help you stick to your net zero emissions roadmap.

What this means for our clients

- ✓ We deal with your retailer, so you don't have to
- ✓ Peace of mind that your business is not paying over the odds
- ✓ Possible opportunities to make savings through administrative changes
- ✓ Knowing where you stand with your emissions targets

Network tariff management

We help businesses calculate the changes on their energy spend when they consider another market offer. Network tariffs are charges that all energy users pay to generators for the transmission of electricity from where it is created to where it is ultimately consumed.

Known as "poles and wires" charges, these tariffs pay for the upkeep of the longest-connected energy grid in the world.

Network tariffs can account for up to 70 per cent of a commercial energy bill. Making sure your business is on the correct tariff can lead to a substantially cheaper electricity bill.

Leading Edge Energy's data analysts scrutinise consumption patterns and load factors to place businesses on the cheapest allowable tariff.

See some real case studies in our Case Studies section demonstrating the savings we have helped deliver for Australian businesses.

What this means for our clients

- ✓ Instant savings if a business is on the incorrect tariff
- ✓ Detailed forecast and report of quantified savings
- ✓ We deal with the retailers, so you don't have to
- ✓ Opportunity to change tariff if consumption changes in the future

Budget forecasts

All we need is a letter of authorisation and your latest energy bill. We then evaluate your contract end date and review your annual electricity consumption.

Indicative market rates are then compared to your current rates and consumption and we are then able to calculate the change in your energy expenditure, allowing you to forecast your electricity budget for the given period of a new contract should you sign it.



Bespoke reporting

Leading Edge Energy also offers bespoke reporting on all matters related to energy including efficiency, consumption patterns, usage charges and much more.

Our clients are encouraged to approach us with any questions they may have about their energy use and we compile an actionable report for them.

Our team will identify opportunities to make savings through efficiency, change in operational patterns or even rate comparisons.

The report will be tailored to your business and will offer real and tangible insights and recommendations to help you improve your business bottom line.

Energy Project Consultation

Lighting Upgrades

Heating and
Cooling Upgrades

Voltage optimisation

Power factor correction

Leading Edge Energy appreciates the important role that energy upgrades play in helping businesses control energy usage and thereby help in reducing energy costs and carbon emissions.

We also understand the many competing suppliers in the market offering a range of solutions, many of them proven and effective.

However, deciding which technology to prioritise and which supplier to buy from can be confusing and overwhelming.

This is where Leading Edge can assist.

Through our network of trusted partners, we help our business customers navigate the many products and suppliers available in the market so business owners can confidently invest in the projects that will best achieve business objectives.



Lighting Upgrades

Old-fashioned lighting appliances are inefficient and cost a lot of money to run. Depending on your business type, your lighting may make up an average of 20% of your total energy bill.

Leading Edge Energy can offer comprehensive advice on the different lighting solutions that can save 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.

LEDs use about 75% less energy than halogen light bulbs and last 5 to 10 times longer, greatly reducing replacement costs and the number of light bulbs ending up in landfills.



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.

There are various ways to save on these costs with upgrades that we can help you identify and address.

Improvements to energy efficiency can be made by using natural refrigerant-based systems that can lead to 17% to 38% energy savings.

Installation of soft starters, timers and variable speed motors for refrigerators can also significantly reduce your energy consumption.

Through trusted partners, Leading Edge Energy offers audits of business spaces and determines the optimal heating and cooling output.

Over-laboured systems work harder and consume more energy. Under-utilised power results in poor efficiency and more costs.

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 Between 20% and 60%.

Voltage optimisation

Australia's power supply tends to fluctuate and vary in voltage due to the long distances between generation sites and end users.

The voltage supplied in Australia is often much higher than what is actually needed.

Leading Edge Energy offers expert advice on correcting higher than necessary voltage 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 actual amount of power used on site.

These figures should match. If not, the Power Factor, or the difference between Real Power and Apparent Power, has to be determined and corrected.

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%.

What this means for our clients

- ✓ Expert advice on how to reduce consumption through efficiency
- ✓ Energy-efficient equipment suffers less from wear and tear
- ✓ Reduced consumption
- ✓ Reduced carbon footprint
- ✓ Real savings over the medium-long term

Solar generation / on-site generation

Installing a rooftop solar generation system is one of the most cost-efficient and emissions-friendly ways for a business to reduce consumption and dependence on the traditional grid. When coupled with a battery, your business can also become much more flexible in its operation.

Onsite solar generation

Leading Edge Energy will help you identify the best possible options for your business to 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 system's life.

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 further.

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 an analysis and breakdown of the return on investment.

With a battery system installed, your business can pivot and take advantage of excess energy generated during the day when it is costly, such as in the evening.



What this means for our clients

- ✓ The best recommended solar and battery systems to suit their needs
- ✓ The best possible Return on Investment
- ✓ Lower emissions and carbon footprint
- ✓ Increased flexibility
- ✓ Cheaper energy bills
- ✓ Independence from the traditional electricity grid

Monitoring & Controls

Demand Response Schemes and Frequency Ancillary services are an innovative way to make energy savings.

At times of high demand, the electricity grid gets stressed. The Australian Energy Market Operator offers a demand response scheme whereby businesses can curtail their energy use during these peak periods in return for financial compensation.

High-volume energy users are also eligible to participate in the Reliability and Emergency Reserve Trader (RERT).

This mechanism is put in place when the available electricity supply in the market cannot meet forecast demand, and the Australian Energy Market Operator (AEMO) calls for additional electricity capacity to be made available to the grid. This capacity comes from sources that are not otherwise available to the market.

We can help advise large businesses on how they can make financial gains through enrolling into the RERT.





Net Zero Consultation

Net Zero Planning

Carbon Offset Purchasing

Australia has committed to reaching net zero emissions by the year 2050. Leading Edge Energy recognises that many Australian businesses want to be on the right side of history and be part of the transition to a more sustainable environmental future. The question we often hear is "Where do we start?"

Net zero planning

Reaching Net Zero emissions sounds simple – removing as many greenhouse gases from the atmosphere as is put in over a given year.

But the reality is that a lot of planning needs to be done before reaching this lofty milestone. Businesses must report their emissions, indirect emissions and scope emissions resulting from their client's actions further down the product or service journey.

Once an emissions reporting period has been concluded, we can then help you cut back on greenhouse emissions by increasing energy efficiency, sourcing clean energy and investing in afforestation, vegetation rehabilitation and other projects that will help your business achieve a neutral carbon footprint.

What this means for our clients

- ✓ Help to set up a credible and doable roadmap to net zero emissions
- ✓ Real actionable advice to reduce emissions and save money from day 1
- ✓ A certified Net Zero badge
- ✓ Win the hearts and minds of an increasingly conscientious market

Carbon offset purchasing

When done correctly, carbon offset credits are a real and credible way for businesses to reduce their carbon footprint legitimately.

The process involves purchasing carbon offsets generated by projects that remove greenhouse gases from the atmosphere.

These can include newly planted forests, regeneration projects, flora and fauna regeneration and many others.

However, it can be easy to fall into the "Greenwashing" trap if correct due diligence is not done. In such cases, businesses may invest in dud projects that do little or nothing to reduce Greenhouse gas removal.

What this means for our clients

- ✓ Correct and proper advice about navigating the carbon credits market
- ✓ Proper due diligence into the validity and viability of project investment
- ✓ Another path to achieving net zero emissions



Case Studies



\$21,000 saving through forward purchasing

The importance of timing the market can never be underestimated. Leading Edge Energy reached out to Astor Industries, a plastic manufacturer to explain that even though they were under contract, they could still purchase energy in advance when prices were favourable.

Astor locked in rates two years in advance when our team identified good market prices leading to an effective saving of \$21,000 per annum.

If Astor had left it till their contract expired, they would have ended up paying double the price we secured.

PNW International

Network tariff adjustments can deliver big savings

Client relationships are important to us. We helped uniform manufacturer PNW International make an initial saving on network tariffs.

These costs are for transporting the energy to your business for consumption. PNW informed us that they installed new equipment which would radically change their consumption.

After analysing the new consumption patterns, we identified a new applicable network tariff that saved PNW a massive \$100,000 per year.



Instant savings through Market reclassification

Ensuring that your business is in the correct market category can lead to substantial savings that kick in immediately.

We analysed Gippsland Dairy's bill structure and found that two of its sites had been placed in the incorrect market category. After we contacted their retailer, they were reclassified from a small market category to a large market category, making an instant saving of \$21,000 per annum - equivalent to a 15 percent reduction in energy costs.

S O L O T E L

Streamlined savings through multi-site energy tender

Multisite tenders can bring many benefits including substantial savings and streamlined operations. We negotiated a multi-site tender for a hospitality operator that owns multiple venues around Australia.

By grouping 25 Solotel sites under a multisite tender, we secured additional cost and pricing benefits that applied to the whole group. Billing and account management were also brought under a multi-site structure allowing for a much more streamlined and simpler process.



We are your People in Power.

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

e info@leadingedgeenergy.com.au

t 1300 852 770

w leadingedgeenergy.com.au

a Suite 1A/96 Buckingham St,
Surry Hills NSW 2010