

# Claim What Is Yours

Getting Energy Saving Certificates From Lighting  
Projects



Energy and  
Environment  
Solutions





# What Does EES Do?

Energy and Environment Solutions (EES) is a company that does the collection of Energy Savings Certificates (ESC) for lighting projects. ESCs can make a significant contribution to a job, often offsetting 20-70% of a project.

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EES helps electricians and project owners to claim the rebate under the Energy Savings Scheme in NSW.

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A lot of projects are done without claiming the ESC, as it is often seen as too complicated and time consuming to claim. So, the rebate is left unclaimed.

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This is a solution that takes the work out of ESC claims, meaning you get to deliver a better outcome to your client, with upfront savings and a better Return on Investment.

*“Money is thrown away everyday by electricians who don't want to go through the hassle of claiming ESCs and doing the paperwork.*

*Instead of throwing that away, we help them claim it, and make the projects more profitable.”*

**Niall Fahy**  
EES Owner



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## Problem

The process of generating ESCs from a lighting project is cumbersome.

It involves the compilation of many pieces of evidence to satisfy requirements, and to show what was done, when, and by whom, and with what outcome.

The complexity is why most electricians only bother when it is a large project.

This means there's lots of simple small and medium size projects that just get ignored.

It's like throwing money away.

If you had a way to collect it, you'd kick yourself for not doing it.

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## Solution

The solution is a tool and a system.

An estimate, or a proposal can be generated using data collected on a phone app (iphone or android). Evidence can be collected through the app, or offline.

EES makes sure the paperwork is correct, and organises the rebate for you. Its fee is taken out of the rebate.

Your projects have a financial improvement.

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## How Are Rebates Created?

The system of creating an Energy Savings Certificate, which is a type of rebate, is based on proving future energy consumption reduction. The NSW scheme is administered through the government body IPART (Independent Pricing and Regulatory Tribunal) through the Energy Savings Scheme (ESS).

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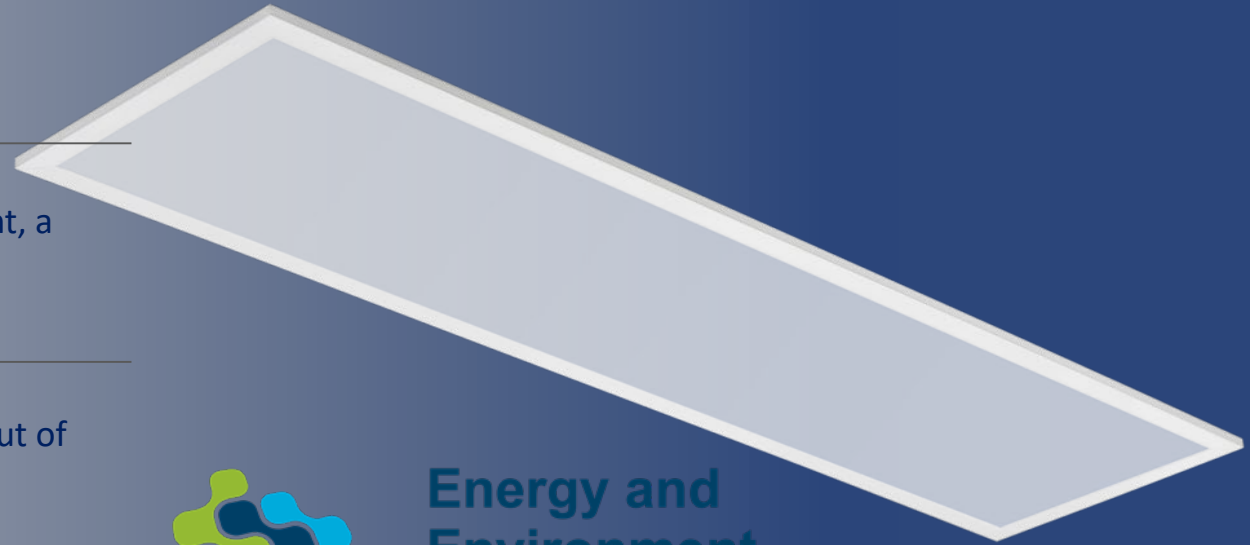
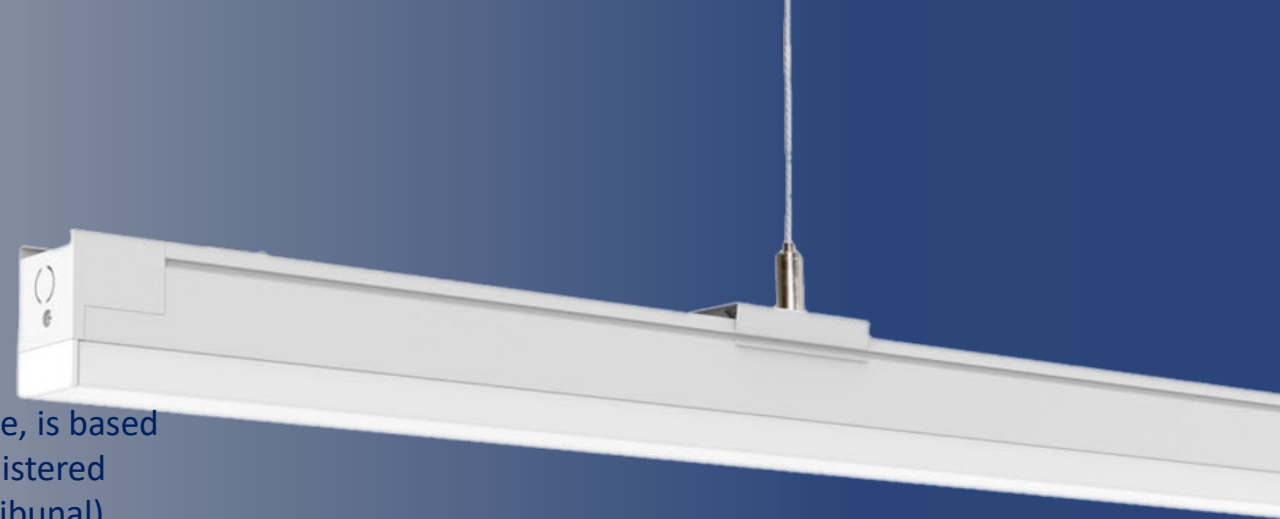
The system involves a range of evidence of that reduction including:

- Calculating before and after consumption
  - Using approved products
  - Evidence of the installation
  - Evidence that the installation was carried out by a licensed electrician
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Altogether there are numerous requirements. If any of them are non-compliant, a claim is rejected.

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EES has a process that simplifies the evidence collection, and takes the work out of making a claim.

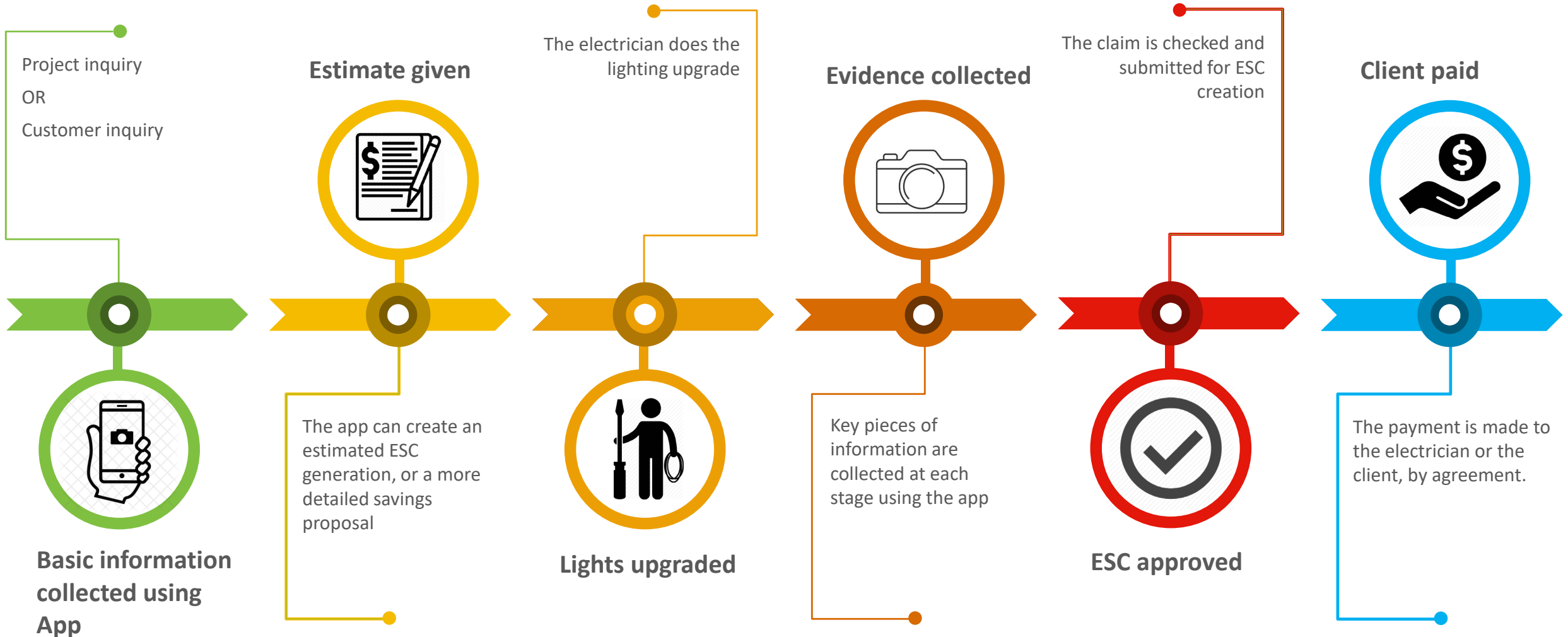


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# How We Help You Get Your Rebate



**Energy and Environment Solutions**





## What Is A Suitable Project?

The reason that many projects are done without claiming ESCs is that the cost in both time and effort, is seen as too great compared to the benefit in dollar's created in ESC.

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The traditional way of creating ESCs is to use an ACP (Accredited Certificate Provider), who under the Energy Savings Scheme in NSW is able to create ESC for a project **if all evidence is met.**

The issue is, it's cumbersome. So, Company's only do it for larger projects. Our method means it's viable for many more projects.

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**Some examples: At ESC Price of \$25.00**

**10 High Bays in a Warehouse rebate = \$1800.00**

**100 Panels in an Office = \$650.00**

**50 Weatherproofs in a Carpark = \$1000.00**

**5 Flood Lights in a Building Exterior = \$800.00**

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**All numbers are GUIDELINES ONLY**

If you're in doubt, contact us on **1800 550 613** or [eesestimate@gmail.com](mailto:eesestimate@gmail.com) for an estimate.

Not all projects will be viable, but you can get fast feedback from us.

Our goal is to give fast honest advice.



# Proposals For Your Customers



Energy and Environment Solutions

You can get proposals that help you sell.

For most projects, we can give you a quick ESC estimate, or even a quick savings calculator.

For projects that will generate more than \$7500.00 in ESC, we can produce a multi page, highly visual cost savings / investment report that shows your client the cost, the scope, savings, and ROI for the project.

**Environmental Saving Equivalents**

CO<sub>2</sub> Equivalent Savings Achievable By This Upgrade

- 62 Tonnes of CO<sub>2</sub>
- 22 Tonnes Not Sent To Landfill
- 279,122 Km Not Driven
- 30 Tonnes of Coal
- 26,538 Litres of Petrol Not Consumed
- 1,587 Tree Seedlings Grown For 10 years

**Recycling From Upgrade**

**Scope of work**

Space	Fitting Type	Fitting Num
OFFICES	Panel	S9714/31
TOILETS	Diffused Batten	STD/106
TOILETS	Panel	S9714/66
WAREHOUSE	Bare Batten	STB/212
WAREHOUSE	High Bay	SHB25/
EXTERIOR	Weatherproof	SL9726/4

**Summary of proposed savings and cost**

Energy Savings Solutions	Total Annual Savings	Ave. Energy Rate \$ 0.27 Per Kw	Annual MWh Savings	1.0t Tonnes per MWh	Annual Co2 Savings (tonne)	Cost per KVA \$ 15.00
KWh Savings	\$ 15,794		58			
KVA Peak Demand Reduction	\$ 6,229					
Maintenance Savings	\$ 1,834					
Estimated Overall Annual	\$ 23,857				62	

*Calculated in accordance with the NSW Office of Environment & Heritage (OE&H)*

**COST OF PROJECT BEFORE DISCOUNT**

Investment	\$34,502
Return On Investment	69%
Payback In Years	1.45

**COST OF PROJECT AFTER DISCOUNT**

Investment	\$ 21,494
Return On Investment	111%
Payback In Years	0.90

Energy saving Certificates Value After Collection: \$14.90  
 ESC's Value: \$13,008  
 Number Of ESC's Generated From Project: 873  
 Percentage of Project paid for by ESC's: 38%



## Next Steps

Try us!

The next time a project comes up, send us an email to or [eesestimate@gmail.com](mailto:eesestimate@gmail.com) and we can give you an estimate for the value of the ESC you can expect.

If it seems worthwhile, we can walk you through the rest of the process.

**Contact us on..**

**P : 1800 550 613**

**E : or [eesestimate@gmail.com](mailto:eesestimate@gmail.com)**

**W : [www.energyenvironmentsolutions.com.au](http://www.energyenvironmentsolutions.com.au)**



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