

WE PUT THE  
HARD WORK IN  
SO YOU DON'T  
HAVE TO

 For Lowest Possible Prices  
**Energy**  
Price Solutions





# WE'RE DETERMINED TO SECURE YOU THE BEST POSSIBLE PRICES FOR YOUR BUSINESS

You already know that the energy market is complex and volatile. You also know that choosing an energy retailer can be an overwhelming process that can take days or weeks – if not months.

And in the end, how do you know you have made the right decision?

How can you be sure your final choice is the best fit for your business right now?

Discover how Energy Price Solutions can help you benefit from economies of scale and secure you the lowest available prices on all aspects of your electricity contracts.

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## We make it simple for you

With Energy Price Solutions, you no longer need to spend time getting your head around all the complex questions.

Is now the right time to enter into a new energy contract? If not, when? How do we know we are being offered the lowest market prices available? How exposed are we to market volatility? What is our optimal contract duration?

At Energy Price Solutions, we make it simple for you. With our guidance and expertise, you will be able to evaluate your options with clarity and confidence.

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## You retain control

We arm you with real facts and figures to help you evaluate your options objectively. You will be empowered to make an informed comparison – and take control over the final decision.

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## We access vital data

Access to interval meter data takes the guesswork out of the retailer's energy pricing process – your first step towards securing a low price.

Energy prices are load-shape specific. But with access to daily meter data, we are able to increase the 'speed of business' – and avoid the costly delays in waiting for data in a rising market.

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## No consultants exit fees

Unlike some consultants we won't penalise you with exit fees – we simply deliver on our promise.

We are confident you'll want to keep working with us and see the value we offer very quickly.

Energy Price Solutions has a strong track record for maintaining long-term client relationships.

The results we achieve for our clients speak for themselves.

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## We are totally independent

Energy Price Solutions is totally independent and transparent. We receive no income from, and have no ties to, any energy retailers.

Instead, we research the entire market on your behalf. Without bias.

We work on a simple **'fee-for-service'** model. This approach allows for economies of scale because our fee is simply added to the metering charges on your bills. (We then recover our fee from the meter provider.)

## No commissions

Unlike some energy consultants, we do not accept commissions. We just get you the best possible price.

Under a commission model, commissions are added to the price you pay and create conflicts of interest.

- The larger the load, the larger the commission.
- The higher price, the higher the commission.
- Long-term contracts may be used to lock in commissions for longer when market conditions indicate that it's better to go short-term.

## No reverse auctions

Other consultants may tell you that a reverse auction will help you secure the lowest prices for your energy contract. We disagree.

Put simply, when a retailer knows what their competition is offering, they have no incentive to offer you their floor price.

## No partial hedging

We believe partial hedging is also a flawed contract model – another that we do not recommend.

Hedging parts of your load and then trying to fill the gaps later can potentially limit you to one retailer. And that retailer will know you are a captive purchaser.

This practice could also expose you to the volatility of the pool. Australia's National Electricity Market (NEM) is one of the most volatile commodity markets in the world. Spot market prices can go from \$20-30 to \$12,500/MWh in just five minutes.

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## A responsive team to look after you

Energy Price Solutions has a strong client-focused culture and a highly skilled team of responsive professionals. We believe these attributes are just as important as having the right service design.

Our proven system of staff selection and training enables us to consistently deliver quality service at every step.

# WE MAKE TENDERING EASY

If you're a Purchasing Manager, you know that entering a new energy contract can be a minefield - especially if you only do it every few years.

So what's important for a successful tender process?

And how does Energy Price Solutions increase your chance of success?

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## Market knowledge

At Energy Price Solutions, we stay abreast of market supply, demand and pricing. When you know exactly what is happening in the market at any point in time, you are empowered to make accurate and informed decisions.

Making informed decisions increases the likelihood of financial savings for your organisation.

We know the many critical issues that will impact the success of your tendering process to secure the lowest priced energy contracts.

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## Finding bottom of the market prices

We design tenders that are simple and easy for retailers to respond to and send them to all licensed retailers. This is an important strategy because it increases the number of retailers that are interested in winning your business.

A higher retailer response rate gives us a richer scan of the market - and stronger negotiating power.

We then negotiate with individual retailers on your behalf, until we find the bottom of the market.

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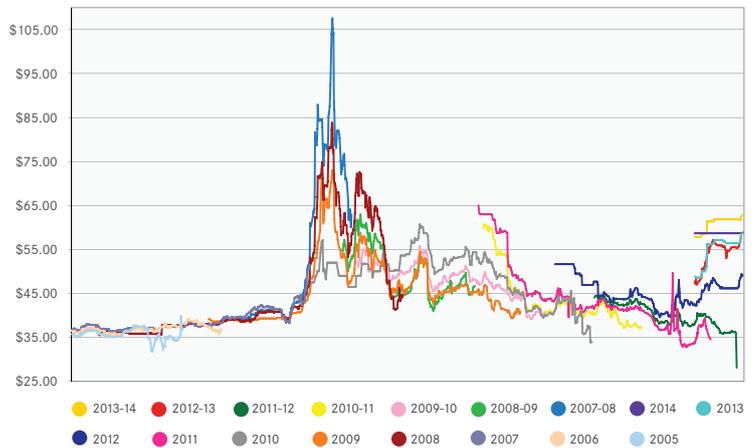
## Evaluating all variables

Price is paramount. No arguments there. But there are other variables you need to consider before making your final choice - such as compliance costs for greenhouse gas abatement that vary between retailers.

We alert you to what these other variables are, without taking control. You always make the ultimate decision.



## Flat Load Hedging Prices



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### Getting the timing right

Getting the timing of the tender right is not easy. However, if you do get it right, you will reap the rewards for a very long time.

We don't claim to be fortune tellers. But with our knowledge and experience, we can significantly increase your chances of entering the market at the right time.

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### Make an informed decision

We give you information to help you understand the issues and empower you to make the best decision. All you have to do is select the most attractive retailer and contract term.

# OUR COMPREHENSIVE SERVICE OFFERING

At Energy Price Solutions, we are fiercely determined to secure you the lowest possible price for your energy contracts. We aim to time your tendering process accurately - and help you take advantage of favourable market conditions.

But it doesn't stop there. We also aim to keep you fully informed and find ways to help you continually save.

With access to daily meter data, we are able to offer you these valuable ongoing services.

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## Accurate monthly bills

How can you be sure your monthly energy bills are correct? Are you being overcharged? And if so, how do you get a credit?

Energy Price Solutions runs monthly account validations on your behalf - using actual meter data. We follow-up overcharging and work hard to have your account credited quickly.

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## Lowest available delivery tariffs

Are you on the most cost-effective delivery tariff? Delivery tariffs are gazetted annually and there is no automatic process to ensure you are accessing the lowest cost tariff. So answering this question without the right information is not easy.

That's why we run data based annual tariff reviews to ensure you are placed on the most cost-effective tariff available.

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## Current market trends

You will have access to up-to-date market information - including current hedging prices - via our website.

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## Planning, budgeting and compliance support

Are your budgets in line with what you will be charged?

We prepare your monthly consumption and annual budget reports. These reports also provide verifiable data for NGER and EEO reporting.

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## Energy management

If you need us to, we can also prepare tailored consumption graphs using the previous day's data to monitor the effectiveness of your energy efficiency initiatives.



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### Power factor reporting

How do you determine if power factor correction equipment is going to save you money? How do you know if it is working effectively?

We perform payback analysis and ongoing reporting to help you answer these important questions.

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### Roll-in and roll-out sites

Leave the issues of new connections behind you.

If your business is multi-sited, we can model future loads, arrange disconnections and set-up new connections on your behalf. We can also help you roll sites in and out of contracts.

## All this for a simple service fee on your monthly bill.

Our service fee will appear on your existing electricity bill each month.

No additional paperwork for you to bother with.

It really is that simple!

# WHY DATA IS SO IMPORTANT

Australia's National Electricity Market (NEM) is one of the most volatile commodity markets in the world. Spot market prices can go from \$20-30 to \$12,500/MWh in just five minutes. That's why access to current meter data is essential. It's vital for securing the best prices – and avoiding the costs of a rising market.

With Energy Price Solutions, we receive your interval meter data daily. And with this key information, we are able to provide many valuable services including:

- increasing the 'speed of business' to avoid delays (vital to get the best price in a rising market)
- reviewing your annual tariffs
- validating your accounts (as an independent third party)
- analysing and evaluating your energy efficiency initiatives
- more accurately modeling future loads for tenders
- securing the best prices.



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