

Is Utilise the right fit for you?

If you are reading this article, you may be a commercial business owner, building manager or a commercial building tenant.

If that's true, then you are probably one of the few people to explore the financial and personal benefits of combining these three things:

Utilising your building's unused roof space.

Putting it to work by installing the latest in solar technology (at potentially no cost to you), and; wrapping it all up with the automated technical services of a 'virtual' power company that can provide you with a recurring and reliable passive income, among other benefits.

Apart from cheaper power, the financial benefits typically allow you to enjoy an uplift in the value of your property, tax advantages and more.

This doesn't even take into account the social credit of going green and the authentic and measurable contribution you'll make towards environmental sustainability.

Whether it's important to you or not, the fact is that going green is good for business. Sharing your sustainable credentials with your tenants or customers (so they can share with their customers), is a good recipe for differentiation in a competitive marketplace.

But first:

We are not a good fit for every business or commercial building owner

We can't be the perfect solution for everyone, and we don't want to be.

Qualification can be a dirty word. But the reality is that we have a team of very clever people who will spend a lot of time trying to marry up what we do, with building owners - to see if there's a match.

Unfortunately, a lot of the time we 'swipe left'.

We need to be careful as you can appreciate, because when we partner with you, we usually take on risk by underwriting capital expenditure in solar infrastructure (we pay for the gear).



Yes, there are options where you can own it too depending on your goals, budget, and appetite for risk.

It needs to work for both parties because we only do well when you do

The good news is that the parameters that underpin your financial success as our partner, are very well defined, after many years of experience and our accumulated expertise.

It's this intellectual property that separates us from everyone else.

In fact, if you're the building owner, and you want to know if a partnership with us can be profitable, takes is just one short confidential phone or Zoom interview, a peek at the power bill, and a few days to do some preliminary analysis.

Because credentials speak for themselves, we use them to see if we can work together.

They include:

- Business accounting, business analysis, structuring and taxation expertise
- The ability to operate as an authorised retail electricity provider and virtual power company with the capability to meter and export power across the national grid
- In-house solar engineering, technical and design expertise with over 4,000 solar installations spanning 10 years throughout New Zealand and the Pacific Islands
- Access to funding to allow for correctly sized solar solutions to be designed, specified, and installed on your roof – at no cost to you.

The initial analysis and discussion with you, is all about assessing the long-term financial viability of any solar project we undertake together.

It looks simple enough.

Looking in from the outside, designing a high-performance solar solution looks simple enough, but there is a long list of very nuanced and often complex factors that go into it.

Sadly, it's not just a case of shopping on Alibaba and whacking some panels on the roof.



To protect our intellectual property for the benefit of our partners, we can't go into the details, but below you can see just some of the factors that we take into consideration:

- Business analysis assuming certain parameters including your power use and system size, can both parties profit fairly
- The official NIWA sunshine hours for the latitude and computer modelling to determine system sizing from actual power use (if existing building) or power use assumptions based on a customised load evaluation
- Power user/tenant profiles now and in the future • Regional microclimate variations (from experience)
- Power bill analysis and breakdown
- Peak amperage draw and patterns • Power use forecasting and predictions
- Hours of operation variations
- Seasonal variations in staff and customer movement and impacts on power use • Establishing metering (if required) to report on daily and weekly power use patterns
- Calculating workable roof area
- Shading considerations and computer modelling analysis
- Roof construction type and evaluation of the risks
- Panel mounting strategy and plan
- Wind zone analysis
- Panel orientation and modelling
- Depreciation scheduling
- Power phasing confirmation
- Component selection and rationale including inverter
- Solar modules and battery storage (if any) specification
- Load shifting calculation and potential by tenants
- Technical investigation of existing power infrastructure and distribution board/s and potential remediation if any
- Technical engineering and CAD design
- Design strategy peer review
- Tenant training plan and documentation
- Installation health and safety plan
- Installation pricing estimate and QS
- Installer certification registration and insurance
- Project management plan
- Stock procurement and logistics plan
- Component replacement schedule
- System maintenance schedule and impact on ROI
- Component warranty management plan
- Application for import/export metering and installation
- Set up of monthly tenant billing and client management
- Ongoing support and communications plan
- Forecasting ROI... and lots more.



The sad reality of our commercial world.

Just because the numbers make sense for both of us doesn't automatically mean we will work together.

The sad reality is that a few building owners we have dealt with previously, have acted in bad faith. Thankfully, they are far from the majority. They've engaged with us to extract the strategy, rationale, project plans, documentation, components list, key contacts – to attempt to go and do it themselves.

It's true.

It takes courage to take your eyes off your business and divert capital away from your core business just to invest your own capital in DIY commercial solar without understanding the 1,001 ways it can end badly.

We don't need to go into the details here, but apart from the design challenges of DIY, there are factors like distribution network selection, 'pricing roadmap' considerations, and 'solar coincidence' calculations that can screw up the best of plans and give you flashbacks of the 2008 Auckland property market.

Built-in Integrity

That's why we've developed a process for business and commercial property owners that has built-in integrity.

It allows us to focus on building owners and managers who have a genuine interest in exploring how they can profit financially, socially, and environmentally from long-term solar generation.

If you're curious or interested, then the first step costs you nothing and takes just a few minutes.

Here's how it works:

STEP ONE: PRE-FEASIBILITY ASSESSMENT

Get in touch to book a 15-minute phone (or video) appointment. Call 0800 639363 or visit www.utilise.co.nz or call Damien Gouder, Head of Client Relations & Sustainability, Ph: 027 667 7722, damien.gouder@utilise.co.nz

During the call, we'll listen to understand your situation and motivation. We'll help you through a short questionnaire, explain how it works and the different options. We'll ask you to send a copy of your power bill.



Based on several factors including the property location (sunshine hours), available roof space, your power use, kWh rate and your goals, we'll estimate the financial viability of our potential partnership.

Within a few working days, you'll receive a follow up call to review our findings. We'll tell you immediately if there's opportunity (or not) for us to work together. If there is, we'll recommend moving to Step 2.

STEP TWO: FEASIBILITY ASSESSMENT

At this step we validate (or otherwise) the Pre-Feasibility Assessment. Utilise will complete a physical site visit to assess the range of actions available to us to reduce your scope 1 (transport) and scope 2 (electricity) emissions.

The assessment report will include system sizing, generation, on-site consumption, emission reductions, financial costs and benefits of real world emission reduction actions available, and recommended to you. We will attach the PPA contract documents that would be capable of acceptance based on a Utilise Assurance of financial and emission savings.

Our reports will be based on the latest technology, market costs and efficiencies, including solar systems, electrical and charging infrastructure, and electrical vehicles supported by your roof, and include:

- Roof aspect, material and layout
- Location and solar incidence
- Landlord consent
- Building electrical infrastructure
- ICP network connection, possibly via an application*
- Consumption profile
- Technology
- GHG inventory
- Electricity markets and pricing
- Transport profile

There is no fee charged for the Feasibility Assessment if we meet the Utilise Assurance and you proceed.

You can accept or decline the partnership. If you accept and Utilise will set aside funding from the New Zealand Sustainability Fund.

If you decline our partnership, you can keep the report for future reference or use it to investigate other solar alternatives.

**Sound like this is the best option for you?
Call us now on 0800 639363 or 027 667 7722**