
Organisational Overview

Schneider Electric is a global leader in energy management that employs over 170,000 people in more than 110 countries (over 4,500 people in Australia). Since 1992 Schneider Electric has successfully completed hundreds of Energy Performance Contracts saving its clients almost \$1 billion across the world. In June of 2011 Schneider Electric acquired Energy Conservation Systems (ECS), an Australian company, who have been successfully delivering Energy Performance Contracts and energy efficiency projects in Australia for over 20 years.

Schneider Electric has successfully completed numerous large Energy Performance Contracting projects in the health sector, education, justice, council and commercial building areas throughout Australia.

Company Details

Company Name Schneider Electric Buildings Australia Pty Ltd
ABN 19 008 059 345
Primary Address in Victorian Government 1 Acacia Place
Notting Hill
VIC 3168
Telephone 13 7328 (13SEAU)
Website www.se.com

Key Contact 1

Name Riccardo Pagliarella
Position Director Operations – Resource Efficiency
Phone 13 7328 (13SEAU)
Mobile 0455 095 968
E-mail riccardo.pagliarella@se.com

Key Contact 2

Name David Brown
Position Business Development Manager – Sustainability Business
Phone 13 7328 (13SEAU)
Mobile 0410 547 158
E-mail david.brown1@se.com

Financial Details

Minimum Contract Size \$1,000,000
Maximum Contract Size \$50,000,000
Public Liability Insurance \$20,000,000
Professional Indemnity Insurance \$10,000,000

Accreditations

Sponsor and founding member of the Energy Efficiency Council (EEC)
ISO 9001 and ISO14001 certification
Accredited NABERS and Green star professionals on staff
EEC Certified Energy Efficiency Leader (CEEL) on staff
Several accredited Measurement & Verification Professionals (MVP) on staff

[Type here]

Core Competencies

Schneider Electric has in house expertise and experience in the following areas:

- Complete Energy Performance Contracting
- Turnkey Energy Efficiency Project design and delivery
- Heating Ventilation and Air-Conditioning (HVAC)
- Building Management Systems (BMS) Tuning and Analytics
- Energy Supply and Procurement
- Water Efficiency and cost reduction
- Mechanical and Electrical Consulting
- Greenhouse Gas reduction strategies
- Electrical and Lighting
- Solar PV
- Heat Pumps
- Monitoring and Metering
- Energy Bureau Services
- Degasification and Electrification Strategies
- Power Quality Analysis
- NABERs advice to improve ratings
- Carbon Reporting
- Project Management

Service Limitations

Schneider Electric have the capacity to handle EPC's of any size and believe that customers with an annual energy spend of less than \$1,000,000 would not be suited to the EPC approach
Schneider Electric have a presence throughout Victoria and are prepared to participate in any EPC in any location (or multiple locations) in Victoria.

Previous & Current EPC Experience

Schneider Electric is an approved provider to Victorian Government under the Greener Government Building Program. We have successfully completed all levels of this service from a walkthrough, Level 1 and Level 2 energy audits, implementation and monitoring and verification within healthcare.

Schneider Electric has had strong experience developing RFP and DFS documentation for various commercial, manufacturing, educational and health projects across Victoria. Schneider Electric have completed in Australia over 40 commercial and government projects totalling over \$40M under energy performance contracting arrangements many of these hospitals

Project Name	Multi-Site Upgrade	
Customer	Healthcare Group	Description / Solutions
Project Cost	\$6,000,000	Multi-site Multiple Technology Upgrade with 27 different energy conservation measures including: Lighting upgrades, chiller and HVAC replacements, boiler controls upgrades, laundry ironing machine and dryer replacements, VSDs, Solar PV, BMS replacement, various water solutions, building fabric and window tinting, chilled water system upgrades, energy management system.
Annual Savings	\$630,000	
Payback Period (yrs)	7 years	
Date Completed	2015	

Schneider Electric

The content of this document was provided by Schneider Electric



Project Name	TAFE College (multi campus)	
Customer	TAFE	Description / Solutions
Project Cost	\$1,500,000	Multi Site Energy Performance Contract Numerous energy conservation measures including: Lighting upgrades, chiller and HVAC upgrades , boiler upgrades, VSDs, large Solar PV, building fabric and window tinting, chilled water system upgrades.
Annual Savings	\$210,000	
Payback Period (yrs)	7 years	
Date Completed	2015	

Project Name	Large Hospital Upgrades	
Customer	Healthcare Group	Description / Solutions
Project Cost	\$7,500,000	Large Hospital Energy Performance Contract Numerous energy conservation measures including: Lighting upgrade, large 3.3kV chiller replacement, DHW Preheat, VSDs, large atrium skylight treatment, AHU and HVAC optimisation, various water efficiencies, energy management system and demand management.
Annual Savings	\$900,000	
Payback Period (yrs)	8 years	
Date Completed	2017	

Referees

Justin Walsh	Title:	Director of Corporate Affairs
	Organisation:	West Gippsland Healthcare Group
	Relationship:	Client
	Phone:	(03) 5623 0612
	E-mail:	justin.walsh@wghg.com.au

Darren Forrest	Title:	Facility Manager
	Organisation:	Sunraysia TAFE
	Relationship:	Client
	Phone:	(03) 5022 3666
	E-mail:	dforrest@sunitafe.edu.au

Aaron Hansen	Title:	Head of Capital and Site Services
	Organisation:	Healthscope
	Relationship:	Client
	Phone:	0425 814 813
	E-mail:	aaron.hansen@healthscope.com.au