

Organisational Overview

Siemens is a global powerhouse, with focus areas on electrification, automation and digitalization. The company is one of the world's largest providers of energy- and resource-efficient technologies. As of 2021, we had around 303,000 employees in over 190 countries. Throughout Australia and New Zealand, where Siemens has been active for over 150 years, Siemens employs more than 2,000 people across 14 locations.

Siemens has successfully delivered several projects under the Victorian Government's Greener Government Buildings (GGB) program, including the following, some who have returned to Siemens as a preferred contractor for a second project due to the trust gained through delivery of the first project:

- Melbourne Cricket Ground (EPC-1 and EPC-2)
- Museums Victoria (EPC-1 and EPC-2)
- Federation Square
- RMIT University (City campus)
- National Gallery of Victoria

EPC projects are conducted using a methodology in alignment with the Victorian Government's GGB guidelines and the Energy Efficiency Council's Best Practice Guide to EPCs. Siemens EPC solutions target all applicable building systems to reduce energy and water consumption and seeks to optimised operations and maintenance processes to deliver holistic facility improvements.

In house technical and commercial teams are responsible for the end-to-end delivery of EPC solutions, from auditing, design, implementation to Measurement and Verification (M&V) and ongoing services. In house expertise includes the disciplines of lighting, mechanical, electrical, controls, water and embedded generation. Applied technologies utilise the largest efficiency and environmental solutions portfolio worldwide, including:

- Embedded generation (incl. on site cogeneration, & Solar PV).
- Lighting and lighting control systems.
- Energy management and building automation systems.
- Heating, ventilation, and air conditioning specialists.
- Water conservation (incl. water efficiency, harvesting, treatment, filtration, recycling).
- Metering, monitoring, and measurement & verification.

Through our cutting-edge technologies and solutions Siemens empowers our customers to achieve sustainable growth and drive industry transformation towards a sustainable future. Our technologies offer specific benefits and enhance daily life, from resource-efficient factories and resilient supply chains to smart buildings and beyond.

According to our 2022 sustainability report, Siemens have leveraged our technologies and technical know-how to help our customers lower their emissions significantly, thereby progressing their decarbonisation goals. Siemens is not only focused on reducing emissions from its own operations, but also aims to lower all emissions related to its products and supply chain. By 2025, Siemens plans to decrease its operational emissions by 55% compared to 2019 and by 90% by 2030. Additionally, Siemens is committed to achieving a 20% reduction in emissions from its supply chain by 2030 compared to 2020, and ultimately, to establish a carbon-neutral supply chain by 2050.

Lastly, Siemens has been a part of the Dow Jones Sustainability Index for 22 consecutive years and in 2021, was ranked with 81 out of 100 points and was named the most sustainable company in its industry group. Additionally, Siemens has been included in the Climate A List.

Company Details

Company Name	Siemens Ltd
ABN	98 004 347 880
Primary Address in Victorian Government	885 Mountain Highway, Bayswater, VIC 3153
Telephone	137 222
Website	www.siemens.com.au

Key Contact 1

Name	Alistair Fraser
Position	Head of Energy and Performance Services (EPS)
Phone	
Mobile	+61 432 707 729
E-mail	Alistair.Fraser@siemens.com

Key Contact 2

Name	Brian Wade-French
Position	Senior Energy Engineer
Phone	
Mobile	+61 487 333 135
E-mail	Brian.Wade-French@siemens.com

Financial Details

Minimum Contract Size	\$500k (AUD)
Maximum Contract Size	Siemens does not nominate a maximum contract size
Public Liability Insurance	HDI Global SE \$20m
Professional Indemnity Insurance	HDI Global SE \$20m

Accreditations

- CMVP (Certified Measurement and Verification Professionals)
- CEM (Certified Energy Manager)
- CERL Certified Energy Reduction Leader (commercial Buildings)
- GSAP (Greenstar Accredited Professional)
- NABERs Assessor
- Energy Efficiency Council Board Member

Core Competencies

- Energy Auditing
- Measurement verification to IPMVP
- Industry leading chiller plant optimisation (Demand Flow tm)
- Renewable Generation / Battery Storage
- Supplier agnostic approach to energy efficiency project development
- Account management
- Project management
- Building automation systems

Service Limitations

Siemens are proficient in all core competencies for energy auditing and energy performance contracting with our internal core team. Any shortcomings of the team are supplemented by our large pool of global resources with vast experience in design and delivery in energy efficiency initiatives.

Previous & Current EPC Experience

Project Name	Museum Victoria EPC-1 / EPC-2	
Customer	Museum VIC	Description / Solutions
Project Cost	\$11.3M / \$2.7M	<p>Customer requirements To reduce greenhouse gas emissions and potable water use through energy and water efficiency measures at government owned buildings, as well as to upgrade aging infrastructure.</p> <p>Solution from Siemens Facility improvement measures across the six sites include: Siemens Desigo CC Building Management System, Chiller Upgrades, Demand Flow chilled water system optimisation, lighting upgrades; HVAC control optimization strategies and water efficiency upgrades.</p> <p>Customer benefits Energy Performance Contract with seven-year simple payback based on achieved energy and maintenance savings. IPMVP principals applied to M&V plan for performance assurance.</p>
Annual Savings	\$1.7M / \$221K	
Payback Period (yrs)	7 years (each project)	
Date Completed	2018 / 2023	
Dean Leggett	<p>Title: Manager, Strategic Facilities Management</p> <p>Organisation: Museums Victoria</p> <p>Relationship: Customer</p> <p>Phone: +61 3 8341 7266 / +61 439 526 506</p> <p>E-mail: dleggett@museum.vic.gov.au</p>	

Project Name	RMIT City Campus EPC	
Customer	RMIT	Description / Solutions
Project Cost	\$47.3 million	<p>Customer requirements To investigate and improve the efficiency of buildings across the large city campus, and to consolidate and upgrade the building automation system, which was previously multiple separate legacy systems.</p> <p>Solution from Siemens Upgrading existing Building Management Systems (BMS) to Siemens system, 3MW Cogeneration System, Chiller Upgrades, HVAC Upgrades, LED lighting upgrade, water efficiency upgrades.</p> <p>Customer benefits Guaranteed energy savings through efficient energy and water usage, better optimisation of building HVAC controls, central plant and air-conditioning of interior spaces and a new source of cleaner energy.</p>
Annual Savings	\$4.46 million	
Payback Period (yrs)	8 years	
Date Completed	2018	
Michael Snow	<p>Title: Senior Program Manager</p> <p>Organisation: RMIT University</p> <p>Relationship: Customer</p> <p>Phone: +61 428 980 733</p> <p>E-mail: michael.snow@rmit.edu.au</p>	

Project Name	MCG EPC-1 / EPC-2	
Customer	Melbourne Cricket Club (MCC)	Description / Solutions
Project Cost	\$8M + \$5.1M	<p>Customer requirements To investigate and improve the building's efficiency. Siemens looked for new and innovative ways to further improve the facility's performance.</p> <p>Solution from Siemens Upgrading existing Building Management System (BMS) to Siemens System, Event Booking Management System (EBMS) Integration, Chiller Upgrades, Demand Flow chilled water system optimisation, HVAC Upgrades, Complete general lighting upgrade, water efficiency upgrades.</p> <p>Customer benefits Guaranteed energy savings through efficient energy and water usage, better optimisation of internal lighting, central plant and air-conditioning of interior spaces, with greater integration and control over existing systems.</p>
Annual Savings	\$1.14M + \$714K	
Payback Period (yrs)	7 years (each project)	
Date Completed	2015 / 2021	
Marshall Holding	<p>Title: Operations & Contracts Manager, Facilities</p> <p>Organisation: Melbourne Cricket Club</p> <p>Relationship: Customer</p> <p>Phone: +61 3 9657 8934 / +61 437 096 476</p> <p>E-mail: marshallh@mcc.org.au</p>	