

# Sustainable Focus

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## Organisational Overview

Sustainable Focus has more than 15 years' experience delivering energy management solutions in South Australia and nationally.

Our team of energy experts specialises in energy efficiency projects, automated energy control systems, demand management, solar power and diesel generation.

We understand the complex interaction of many different controllable and uncontrollable elements that make up your energy system.

Managing the dynamic interplay of these elements and the potential impact of tomorrow's technologies and energy trends is essential to optimising your energy use.

Helping businesses and organisations cut their energy use and costs by identifying and implementing energy efficiency measures has been Sustainable Focus' core business since 2001.

We have more than 300 energy-saving success stories nationally in retail, industrial, commercial and government sectors.

The Sustainable Focus team can:

- design technical solutions using innovative and leading-edge technology
- implement those solutions, ensuring that projects are completed on time, on budget and achieve the stated energy efficiency savings.

To achieve this, we get to know your staff and your organisation and design a comprehensive Energy Management Strategy tailored to your unique operational needs.

By optimising your organisation's energy use, we not only reduce direct power costs, but also cut maintenance expenses and improve the working environment for staff.

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## Company Details

<b>Company Name</b>	Sustainable Focus
<b>ABN</b>	68 147 363 371
<b>Primary Address in Victorian Government</b>	239 Payneham Road Joslin SA 5070
<b>Telephone</b>	08 8232 2552
<b>Website</b>	<a href="http://www.sustainablefocus.com.au">www.sustainablefocus.com.au</a>

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## Key Contact 1

<b>Name</b>	Rob Smith
<b>Position</b>	Managing Director
<b>Phone</b>	08 8232 2552
<b>Mobile</b>	0416 480 330
<b>E-mail</b>	<a href="mailto:rob@sustainablefocus.com.au">rob@sustainablefocus.com.au</a>

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## Key Contact 2

**Name** Nick Mazis  
**Position** OPEX Solutions Specialist  
**Phone** 08 8232 2552  
**Mobile** 0437 100 000  
**E-mail** nick@sustainablefocus.com.au

## Financial Details

**Minimum Contract Size** \$10,000  
**Maximum Contract Size** Unlimited  
**Public Liability Insurance** \$20 million  
**Professional Indemnity Insurance** \$10 million

## Accreditations

Accreditation, Memberships and Associations: • Member, Australian Institute of Refrigeration, Air Conditioning & Heating (AIRAH) • Member, Association of Energy Engineers

## Core Competencies

**Specialists in Integrated and Bespoke Design Solutions**

Systems	Audit & Feasibility	Design	Supply	Installation	Measurement & Verification
Lighting	✓	✓	✓	✓	✓
Solar	✓	✓	✓	✓	✓
HVAC	✓	✓	✓	✓	✓
Building Management	✓	✓	✓	✓	✓
Energy Management	✓	✓	✓	✓	✓
<b>Additional Services</b>					
Monitoring and Verification					
Energy Services Audits - Level 1, Level 2 and Level 3					
Energy Contract Negotiation					
Network Agreement Negotiation					
EMS and BMS Software Solutions					
Building Tune-Ups					
Project Management Services					
Equipment Procurement					
Carbon Certificate Creation					

## Service Limitations

Nil

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## Previous & Current EPC Experience

Project Name	HomeCo	
Customer	HMC Capital	Description / Solutions
Project Cost	\$1.7 million	Energy Management System integrated across all HMC Capital retail site (HomeCo) – automation and supervision of HVAC, lighting, hot water. Improved optimisation of assets for energy reductions and carbon reductions. Demand management tools set up to reduce network demand. Integration with existing solar system for supervision and underperformance identification. Remote visual monitoring of HVAC, for improved scheduled maintenance and reporting.
Annual Savings	\$800,000	
Payback Period (yrs)	2 years	
Date Completed	Ongoing	
<b>Sid Sharma</b>	<b>Title:</b> CEO <b>Organisation:</b> HomeCo <b>Relationship:</b> Client <b>Phone:</b> 1300466326 <b>E-mail:</b> Sid.sharma@hmccapital.com.au	

Project Name	Aquadome	
Customer	City of Playford/BlueFit	Description / Solutions
Project Cost	\$1 million	700kW electric heat pumps controlled by a unique algorithm were installed to facilitate fuel switching and minimize heating cost. Control measures were integrated with the systems to reduce the cost of pumping water during windows of high cost, the system optimises the selection of fuel sources to run the facility at the lowest possible cost. The demand management algorithms ensure SAPN costs are as low as possible. 250kW capacity solar systems were installed. The system is fully integrated into the Energy Management System.
Annual Savings	\$450,000	
Payback Period (yrs)	3 years	
Date Completed	2021	
<b>Todd McHardy</b>	<b>Title:</b> CEO <b>Organisation:</b> BlueFit <b>Relationship:</b> Client <b>Phone:</b> 0414 637 320 <b>E-mail:</b> todd@bluefit.com.au	

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<b>Project Name</b>	The Reject Shop	
<b>Customer</b>	The Reject Shop	<b>Description / Solutions</b>
<b>Project Cost</b>	\$8 million	The discount variety retail chain which has 340 stores nationally has contracted Sustainable Focus to undertake a national Energy System Optimisation project. Sustainable Focus has rolled out energy upgrades to 175 stores (as of May 2017) and 12-month data from the first 50 stores indicates energy savings of between 40% and 50%. This project consists of multi-technology upgrades, combining new energy software with LED lighting and energy-efficient appliances
<b>Annual Savings</b>	\$3.4 million	
<b>Payback Period (yrs)</b>	Less than 3 years	
<b>Date Completed</b>	2018	
<b>&lt;Referee Name 3&gt;</b>	<b>Title:</b> Kelvin Chand <b>Organisation:</b> The Reject Shop <b>Relationship:</b> Client <b>Phone:</b> 03 8371 5613 <b>E-mail:</b> kchand@rejectshop.com.au	