

## AGED CARE CASE STUDY

### A leading, multi-site care provider saves 25% on gas and goes solar

A leading aged care provider approached Sustainable Energy Solutions in 2017 with a problem: energy spend was adversely affecting their business and their previous energy supplier didn't offer 90% of the services we offer.

Our client needed a long term partner who could manage their large multisite electricity and gas portfolio, not just simply facilitate a procurement transaction. Their gas and electricity portfolio consisted of more than 50 supply points across small and large market categories.

**To help our client regain control and make serious energy savings, we took a strategic approach to review energy reduction opportunities over the short to medium term:**

>> Initially, SES' procurement experts began working with this client by tracking the market and securing new (significantly cheaper) electricity contracts across the client's entire portfolio.

>> The Procurement Manager was impressed by our structured approach to energy procurement, our dedicated account management, and experience in identifying cost reduction opportunities across the portfolio. Our client introduced us to the Property Infrastructure Manager who was researching solar options at four facilities. Using a solar assessment platform, we helped our client calculate the potential ROI of a range of system sizes and determined the optimal size for each site before going to market for a supplier.

Through this process we defined a project scope and minimum requirements that formed part of the tender. We then ran a competitive procurement process that involved assessing the best price, system specifications, and terms and conditions. All four installations were successfully completed in 2019 with minimal disturbance

or interruptions to the client's residents and their families, a key concern for any infrastructure project in aged care facilities.

>> In November 2020, our client's small-market gas contracts that we had secured two years earlier, were up for renewal. After running a full tender with small-market gas suppliers, we identified an opportunity where small-market sites with aggregated gas consumption above 1000GJ could be shifted to a far cheaper gas contract.

>> In 2022, we identified 2 more solar projects for the client. We estimate that the energy cost reduction across all 6 projects is approximately \$145,000 with an estimated payback period of 2.9-5 years depending on the site.

>> The next step in this client's journey would be to conduct an energy audit at some of the larger facilities to explore further saving opportunities around lighting and gas heating.



#### The overall results?

- **Approx 25% off gas spend compared to what they would have spent on traditional small-market contracts.**
- **15% savings on electricity contract**
- **\$140,000/year in ongoing savings from 6 solar projects**

**SES didn't just broker deals.** We identified savings, ran energy audits, and helped our client turn problems into opportunities. We have a deep understanding of the energy and gas market and years of sector specific experience — things you need if you want to help your facilities achieve similar results.

# Do you know how to make your facility's energy consumption more productive and lower your overall energy spend?

**WE DO.**

With your energy management in safe hands and more cash flow available, you can get back to doing what you do best: providing quality care to elderly Australians.

**Ready to turn your aged care energy cost problems into opportunities?**

Get in touch with us today to find out how we can net you some serious cost-saving results.

**Take control of your energy strategy today.**

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