



**shineon**

Solar Capability Statement 2021





We are passionate about providing market-leading energy efficiency solutions that benefit businesses financially and improve the natural environment.

# CONTENTS

At Shine On Solar, we are passionate about providing market-leading energy efficiency solutions that benefit businesses financially and improve the natural environment.

We specialise in the design, engineering and construction of energy management solutions for commercial, industrial and public institutions.

Our story	04
Our values	05
Our capabilities	06
Quality installations	07
Monitoring and reporting solutions	08
Power factor correction solutions	09
Smart Power Station	10
Energy Brokering	11
Finance Options	12
Quality Assurance	13
How we run our solar projects	15
Efficient and reliable products	16
Our clients and industry accreditations/memberships	17
Case studies	18
Contact us	24

## PASSIONATE ABOUT SUSTAINABILITY



With a passion for looking after the environment and sustainability, I started Shine On over 11 years ago with that purpose in mind. In the beginning we focused on the residential sector, helping households reduce their electricity and water usage and make their own energy with solar. Eight years ago this focus changed; we now largely specialise in large commercial solar and LED lighting installations for business and government facilities in every state and territory of Australia.

Shine On is now at the forefront of adopting new and emerging technologies and solutions to make sites more energy efficient. This has allowed us to offer nearly every business in every industry the means to become more sustainable with minimal capital outlay and low payback periods.

Our strong track record in safety, reliability, affordability and client satisfaction has driven us to become one of the leading specialists in this space. If you're looking to become more sustainable, we would love to help you get started.

**James Johnson, Managing Director**



*We worked with Shine On for our LED upgrade which went really well and this solar project felt like the natural progression. The installation went seamlessly, the tradespeople were professional and efficient, and I can highly recommend Shine On to anyone looking to install commercial solar on their premises.*

— John Herrod, John Herrod & Associates



*Shine On were great throughout the installation and kept us up to date with constant communication.*

— Damien Lippiatt, Embracia Aged Care

## OUR VALUES

We care about the environment and the impact we leave for future generations.

We promote and engage in sustainable business practices by helping our clients lower their carbon emissions through energy efficient solar solutions and we run a socially responsible, sustainable business ourselves.

Our values embody what we stand for and how we operate in our business and they focus firmly on our customer's need to sustainably reduce their energy consumption and greenhouse gas emissions while achieving better outcomes from a self-generated energy source.

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To date, Shine On has saved Australian business over \$300 million in energy and replacement costs over 10 years and 300,000 tonnes of CO<sub>2</sub>.

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We are people and safety focused



We have an entrepreneurial spirit



We invest in skills and knowledge



We operate with integrity



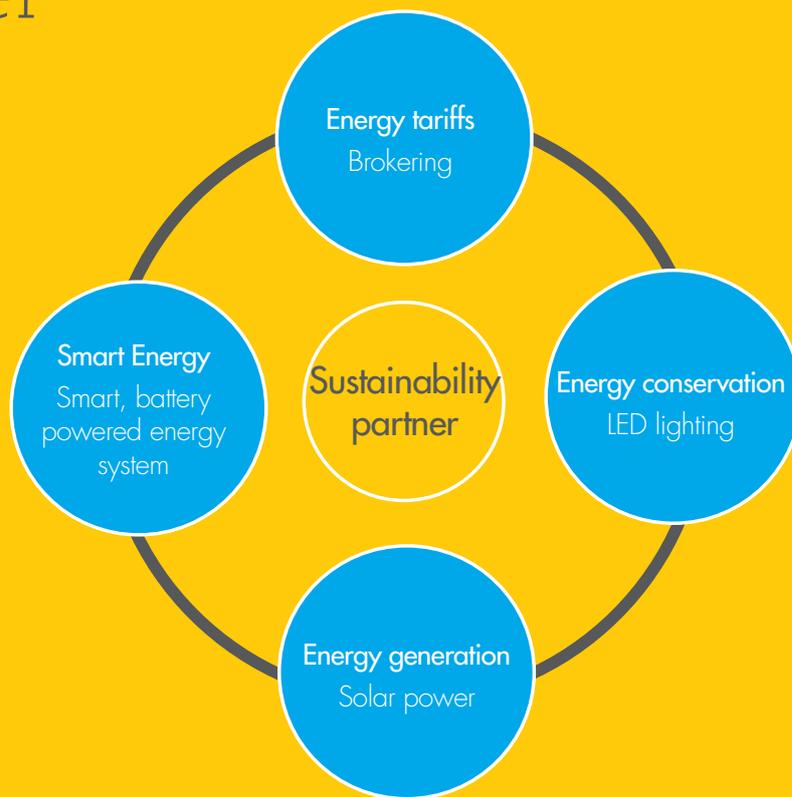
We work for our environment



We strive for organisational excellence

## OUR CAPABILITIES

Your full service sustainability partner



Our full service sustainability offering caters to all of our clients needs. This could involve:

- Energy tariff negotiations with your grid energy provider to bring down your electricity cost base.
- Upgrading your lights to LED to conserve your lighting energy consumption by up to 80%.
- Installing a power factor correction unit to lower your network demand charges.
- Installing solar power so you can make your own clean energy from the sun.
- Operating and optimising your own Smart Power Station with battery storage and energy monitoring to significantly reduce your carbon emissions and electricity bills.

This can all be paid for with cashflow positive finance, so no business need miss out on making savings and reducing their carbon footprint.

## QUALITY INSTALLATIONS

Our portfolio of successful solar installations demonstrates the breadth and quality of our projects.

### Our solar performance guarantee

We are so confident in our products and solutions, that we offer the following guarantee:

Your solar system will meet a minimum of 90% of its expected annual electricity generation in its first five years post-installation.



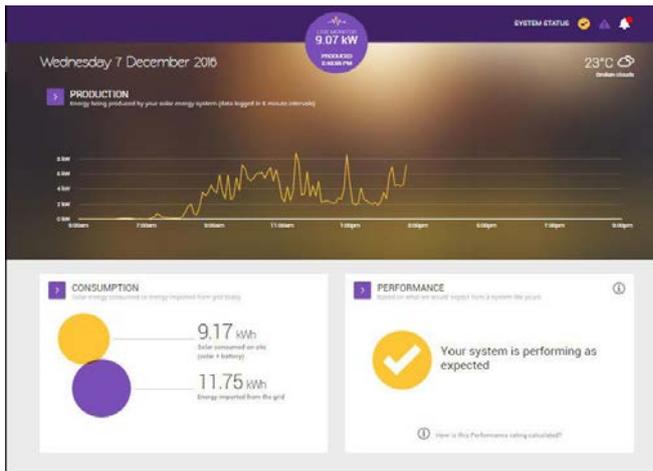
All of our installations are project managed by us.

Our staff hold key positions with specific accountabilities and schedules to guarantee that the highest level of products and services are delivered to our clients.

- Our professional team of project and operations managers are here to ensure you are getting the best system for your needs and your project runs smoothly.
- Our dedicated team of qualified electricians and engineers are focused on engineering excellence and delivering the best quality work.
- Our product selection criteria are based on a best in class, fit for purpose matrix that encompasses maintenance requirements and life cycle warranty considerations.
- Our carefully selected network of over 300 contractors enables us to service a national client base.
- All of our designers and project managers are CEC accredited.

We are confident in our installations and provide a ten year warranty on every one we complete.

# MONITORING AND REPORTING SOLUTIONS



Increase your solar performance and ensure your system is working for you with our advanced energy monitoring solutions.

If you don't have reliable monitoring and reporting solutions in place, your system may not be performing to capacity and achieving the energy generation that you have paid for.

Our solar monitoring solutions use:

- Market-leading GPS enabled hardware.
- Insightful user-friendly software interfaces.
- Regular performance validation and oversight from the engineers that designed your system.

## Inverter Level Monitoring

A simple solution with no upfront cost, includes basic fault alerts and limited historical data.

## Smart Meter Monitoring

Monitor both your solar export and grid consumption data, with customisable reports for a higher level of accuracy.

## Solar Analytics Monitoring

The most accurate and reliable form of monitoring across solar yield, export and grid consumption with an intuitive and user-friendly interface.

## POWER FACTOR CORRECTION SOLUTIONS

We will ensure your site achieves optimal energy supply efficiencies and lower network charges when installing solar.

In some circumstances installing a solar system can have an undesired effect on your power factor and network demand charges. Our Power Factor Correction (PFC) solutions will make sure your new solar system achieves reduced reliance on the grid and importantly, lower network demand charges.

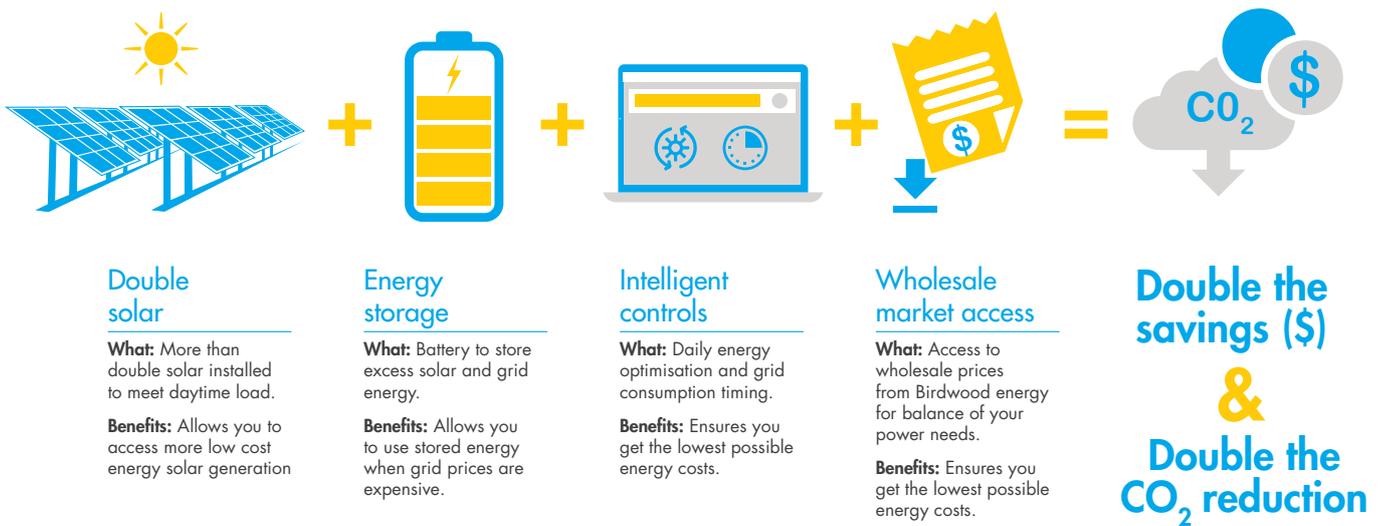
Using the latest generation technology, PFC equipment will enhance your project's payback period and overall return on investment.



# SMART POWER STATION

## Revolutionising the way you make and consume energy

For larger systems, we can offer our clients a bottom-up solution which makes the most of your own energy and optimises to minimise cost. We will install, maintain and operate your Smart Power Station under a Smart Power agreement, enabling your business to access clean and cheap energy. The Smart Hub and energy storage will optimise your Smart Power Station daily, maximising the use of energy generated on site.



## ENERGY BROKERING

We can reduce your energy tariff as part of your solar project.

We are currently approved brokers for Origin, ERM Power (Shell Power), and Blue NRG, and outside of these parameters, we have a Strategic Alliance with Melanie Parkinson from Power Broker Pty Ltd, who brokers for some 16 other Tier 1 and Tier 2 companies.

This gives us a market edge against other solar providers to negotiate the very best prices for the rest of your base load power needs. This decreases whatever excess power expenses you would have that your solar systems can't provide such as rainy days or peak periods.





## FINANCE OPTIONS

There are many ways we can help you access solar energy. Let us work with you to find the right financial fit for your business.

### Finance agreements

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We offer a range of finance options for your energy efficiency upgrade. These include loans, hire purchase, finance lease or a rental operating lease.

We are an accredited member of the Westpac Bank Energy Efficiency Finance program, which allows us to offer the most competitive financing rates available for solar.

### Power Purchase Agreements

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We can offer our clients Power Purchase Agreements (PPAs) through our specialist network of partners.

### Government subsidies

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We help our clients get any subsidies they are entitled to, with the potential to reduce costs by up to 30%.

## QUALITY ASSURANCE

We are continuously developing and improving our quality management system to maximise customer satisfaction.

Quality management forms an integral part of our business. We maintain a comprehensive Quality Assurance (QA) and Quality Control (QC) programme, adhering to the Australian quality standards set by statutory regulations as well as the Clean Energy Council guidelines.

Our products are carefully selected based on the manufacturer's strict quality controls, so every product we install can be relied upon to stand the test of time and are supported by extensive warranties.

We are continuously developing and improving our quality management system to maximise customer satisfaction. Our employee-driven system assessment, combined with the elimination of non-conforming products, creates higher levels of confidence in meeting client expectations as well as making sure our project forecasts are met and exceeded.

All of our installations comply with and exceed:

- AS/NZS 3000 Electrical Wiring Rules.
- AS/NZS 5033 Installation of photovoltaic (PV) arrays.
- AS 1768 Lightning Protection.
- AS/NZS 1170.2 Wind Loads.
- AS 4777 Grid Connections of Energy Systems via Inverters.

We also have ISO 9001, ISO 14001 and ISO 45001 accreditations.

# WORKPLACE HEALTH AND SAFETY

The safety of our people and customers come first.

Above profits,  
above efficiencies,  
above everything.

We strive for best practice in health and safety and across our organisation and our policies and procedures are accredited to the ISO 45001 standard.

All employees and contractors are fully engaged and made aware of their responsibilities through company and project inductions, meetings and assessments. Through these measures, we ensure ongoing compliance and continuous improvement.

Our workplace health and safety capabilities are prequalified with Cm3, Australia's leading online WHS prequalification system, and we are continually developing and improving to make a safer work environment for all.



# HOW WE RUN OUR SOLAR PROJECTS

We leverage our industry knowledge and technology to provide 'concept to completion' solutions. We believe in not only supplying our customers with excellent rooftop solar solutions with respect to price, performance and reliability, but also added warranty to ensure a full turnkey solution.



## EFFICIENT AND RELIABLE PRODUCTS

We work with the world's most established solar brands and technologies, tried and tested to deliver you an efficient and reliable solar system. Our product selection criteria are based on a best in class, fit for purpose matrix that encompasses maintenance requirements and life cycle warranty considerations.



Trinasolar

JA SOLAR

SUNPOWER



Fronius

solar edge

ABB



solar edge

### Panels

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No two solar panels are created equal and how they are manufactured and the materials used is important. We only supply tier one panels, which are the best performing on the market. Benefits of tier one panels:

- The manufacturers are vertically integrated and have been manufacturing for over five years.
- They include the best grade of silicon in their solar cells which performs better and lasts longer.
- Warranties range from 10 to 25 years.

### Inverters

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The solar inverter is arguably the most important component of your solar system – if the inverter stops working, everything stops working. It is therefore paramount to install a good quality inverter from a proven, experienced company. All of our proposed and installed inverters meet this criteria and come with 10 year warranties.

### Optimisers

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By constantly tracking the maximum power point (MPPT) of each panel, power optimisers increase the energy output of your solar system by up to 25%. They also monitor the performance of each panel and communicate performance data for enhanced, cost-effective panel-level maintenance. Our optimisers come with a 25 year warranty.

Across our organisations we have worked with many notable clients.

## OUR CLIENTS



## INDUSTRY ACCREDITATIONS/MEMBERSHIPS



John Herrod  
& Associates

## CASE STUDY

After upgrading their lights to LED with Shine On in 2015, John Herrod was looking for other ways to offset recent increases in electricity costs and decrease their environmental footprint. We provided a detailed feasibility report, including a full review of their annual usage, solar irradiation data, comprehensive PV design and complete financial return expectations including the upfront government subsidies they were entitled to.

Their system produces approximately 116,915 kilowatts per annum which is equivalent to powering 17 average Australian homes.

System size	99.84 kW
Annual solar yield	116,915 kWh
First year electricity cost savings	\$17,886
Payback period	5 years
Annual carbon savings	104 tonnes



Victorian State  
Government

## CASE STUDY

Ambulance Victoria's sustainability target is to reach zero emissions by 2050, including all their energy to come from renewable sources by 2025. We had already upgraded their sites to LED and solar was the obvious next step. Over a two month period, we installed 103 kilowatts of solar across nine sites, with an average system size of 12 kilowatts. They are so happy with the results realised, they are now looking at battery storage.

We successfully delivered 103kW solar PV systems across nine Ambulance Victoria sites.

System size	103 kW
Annual solar yield	142,318 MWh
First year electricity cost savings	\$24,877
Payback period	4.5 years
Annual carbon savings	134 tonnes



## Metroll

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### CASE STUDY

Metroll's landlord had invested in solar previously, but found the systems to be underperforming compared to what was promised. They didn't want to purchase solar again and risk the same outcomes. We recommended PPA solutions across three sites in Queensland and Victoria which would see immediate savings and no solar maintenance for the tenant or landlord. The are so happy with the solution, we are looking at a further 33 sites across the country.

We provided a PPA solution that meant immediate cash flow benefits and all maintenance will be taken care of by us.

System size	210 kW
Annual solar yield	258,833 kWh
First year electricity cost savings	\$46,975
Annual carbon savings	284 tonnes



Stockland

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## CASE STUDY

We have been a partner for Stockland's energy efficiency needs for over four years, including the LED upgrade of over 20 sites. Stockland has a business target to make all of their buildings more energy efficient and solar is high on their agenda. We were selected to undertake the solar project at one of their industrial sites that we had already converted to LED. We installed two 99kW systems so they were able to receive the STC subsidy for both and the site is now saving over \$38,000 on their electricity bills.

Installing solar helped Stockland reduce their CO2 emissions and energy costs substantially.

System size	198.8 kW
Annual solar yield	229,935 kWh
First year electricity cost savings	\$38,506
Payback period	6.5 years
Annual carbon savings	254 tonnes



Dyson Transport

**CASE STUDY**

We installed a 187kW solar system around a difficult roof orientation

Shine On had partnered with Dyson Transport over a number of years to upgrade eight of their depots to LED lighting. They wanted to reduce their carbon footprint further through solar and their massive main depot and headquarters was the first stage. We designed a 185kW system around a complicated roof structure with a number of obstructions, different orientations and structural limitations.

System size	187 kW
Annual solar yield	237,475 kWh
First year electricity cost savings	\$40,805
Payback period	4.5 years
Annual carbon savings	250 tonnes



Transdev

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## CASE STUDY

Installing solar helped Transdev save over 300 tonnes of carbon a year, with a payback period of only 4 years.

As a government entity, Transdev has to align to the Victorian Government carbon emissions guidelines. They started with us upgrading all seven of their sites to LED. The next stage was solar. After upgrading six of Transdev's sites to LED they wanted to make further savings. We installed 319 kilowatts of solar array over six sites which is saving over \$87,000 a year.

System size	319 kW
Annual solar yield	427,828 kWh
First year electricity cost savings	\$87,283
Payback period	4 years
Annual carbon savings	304 tonnes





## CONTACT US

For more information and a detailed proposal including:

- Estimated annual energy production.
- Contribution to your site's electricity needs.
- Annual CO<sub>2</sub> reduction.
- Immediate and future electricity cost savings.
- Payback period.

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K109, 63-85 Turner Street  
Port Melbourne  
Victoria 3207

Lot 5, Kangaroo Avenue  
Eastern Creek  
NSW 2766

70 Fulcrum Street  
Richlands  
Queensland 4077

1300 013 648  
[info@shineonsolar.com.au](mailto:info@shineonsolar.com.au)

**shineon**