



Manage your  
energy differently





*“Now, in a changing energy landscape, we are leveraging our expertise and guiding Australian businesses with smart advice on the demand side of the energy equation.”*

**Jon Stretch**

CEO

## Delivering smarter energy choices

As Australia’s leading business-only energy retailer, ERM Power is the smart choice to advise you on better energy management.

With proud Queensland roots and a national footprint, we’ve been challenging the status quo in the energy industry for more than 30 years.

We know business. We understand the challenges businesses like yours face in today’s dynamic energy sector. We make the complex simple, with end to end solutions that reduce consumption and costs, and optimise your energy investment.

Our approach? A holistic view of your energy usage and needs, from electricity procurement and proactive account management through to the right advice on making the most of every kilowatt. Our energy solutions are underpinned by deep customer and market knowledge, data analytics and proven technologies.

The result? Unique, tailored energy management plans that create value and make it easier for businesses to do business.



## Changing the game with big data

**Data analytics is a real game-changer for businesses feeling the impact of rising electricity prices.**

With the right advice, based on analytics and real time insight, you can uncover the ways to manage your consumption and maximise energy efficiency in your business.

Using your data we create accurate, results-focussed energy management plans that will transform the way you think about and consume energy.

Our large contracted customers have access to market leading digital products and services including automated, strategically timed electricity procurement and real time usage monitoring.



**Our team couples the right technology with the appropriate partners to support the implementation of your energy plan.**

# Procure with ease

## Timing is everything.

We partner with you or your broker to negotiate and agree a retail electricity contract that works for you.

Proactive account management, accurate billing, operational excellence and a hands-on approach ensures you'll always receive market leading service.

We are constantly looking for ways to make your business more energy efficient and we have always championed the best outcomes for our customers.



**In just 12 months, we identified more than \$6M in potential tariff savings through tariff optimisation for our large retail electricity customers.<sup>1</sup>**

<sup>1</sup> Based on review of over 14,500 Commercial & Industrial customer sites in FY16/17, over 800 sites were identified with savings.



## Smarter choices bring tangible results

Using data analytics, energy assessments, industry benchmarking and a series of closely monitored trials in efficiency technology and demand management solutions, we refined and tailored a solution that, when deployed, helped one Queensland school reduce their annual electricity bill by 30%.

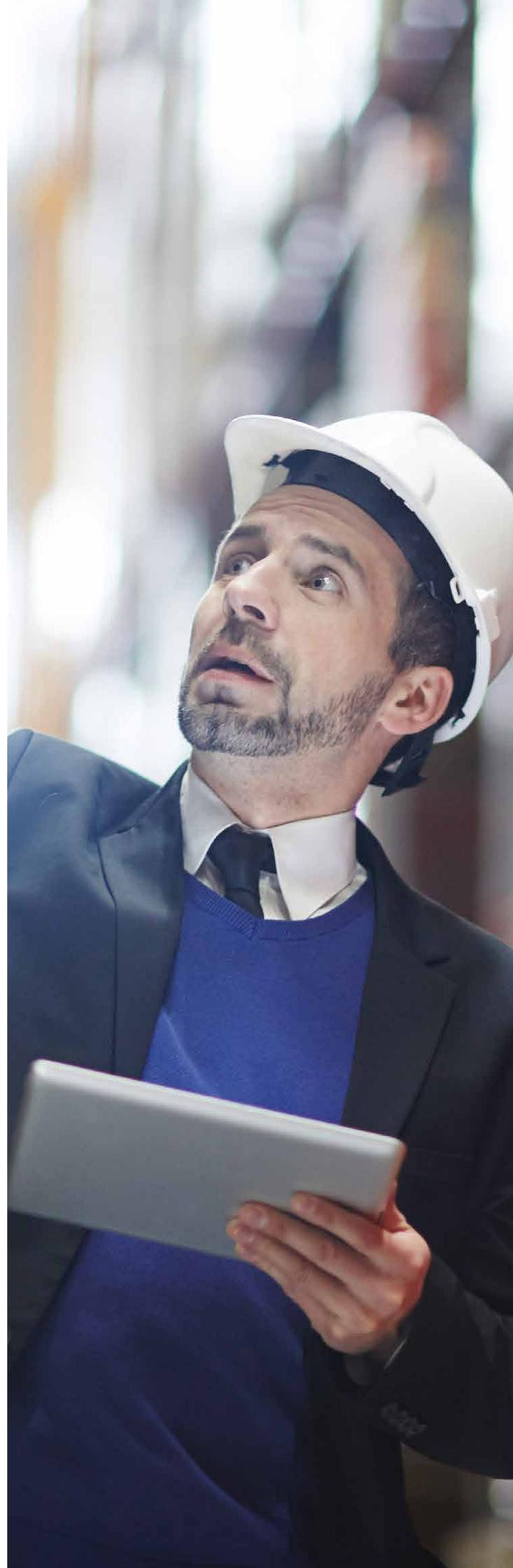
Our smarts enabled this school to improve its energy grades and improve performance against their peers. That's just one of the benefits of our large data sets - knowing how your usage stacks up against others in your industry, or depending on your industry, against other like-profile sectors.



**How do you rate?**

**How much could you improve?**

**How much could you save?**





## Making the complex simple

### **sustainability is the new business imperative.**

Your business is unique. We look at your energy challenge from every angle, with a technology neutral approach – that means always looking at what's best for you and your budget.

Our experts identify real opportunities to reduce, control and even sell energy back in times of high demand. Our advice and initiatives can help you accelerate your sustainability goals through reduced emissions.

We will tailor an energy management plan for your business – reflecting your industry, size and location – and revealing where to invest for the best ROI on energy efficiency. Our recommendation may be one product or a complementary suite. It could involve behavioural change, new technologies, or harnessing an existing asset. Projected energy savings and payback periods inform our recommendations.

On-bill financing options enables our customers to pay for their energy management plan on their ERM electricity bill, without the need for upfront capital.

And we don't stop there. Our commitment can also extend to ongoing advice and performance monitoring, post implementation, to help meet your energy goals.

Simple changes add up. Every kilowatt of power not used represents a saving – in carbon emissions, in costs, and in the burden on existing infrastructure.

That's good news for you, and further proof of our commitment to powering Australian businesses.



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