

# Capability Statement

## Energy and Management

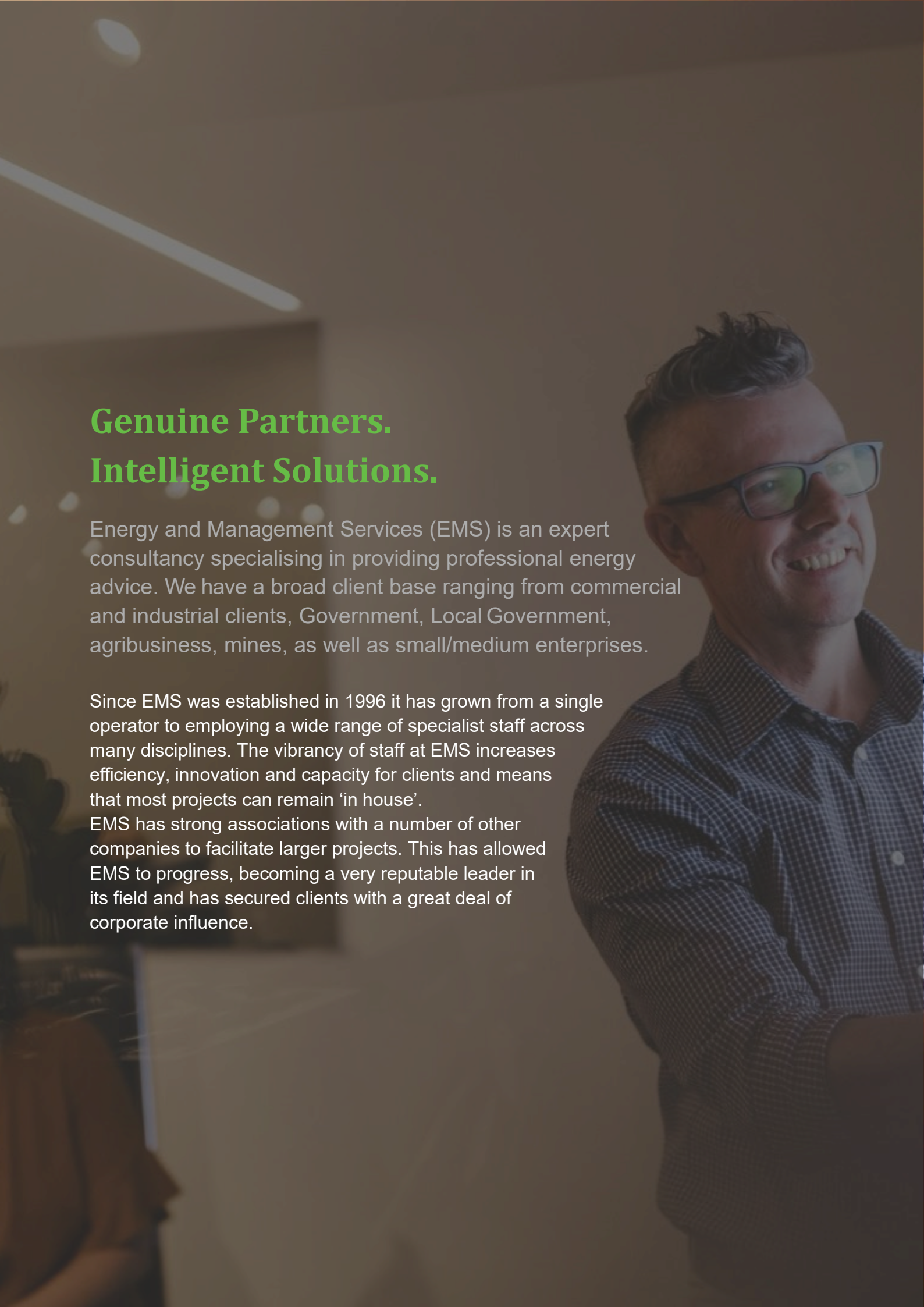
SERVICES

02 4954 6100
ems.com.au
Suite 116 1 Howard Street Warners Bay NSW 2282
PO Box 257 Warners Bay NSW 2282 ABN 12 075 128 513

## Our Vision

To provide high quality, professional energy advice to our clients. Energy and Management Services (EMS) assists businesses to minimise energy costs and maximise energy performance.

We provide effective monitoring and diagnostic tools for energy management and emissions reporting.



# Genuine Partners.
# Intelligent Solutions.

Energy and Management Services (EMS) is an expert consultancy specialising in providing professional energy advice. We have a broad client base ranging from commercial and industrial clients, Government, Local Government, agribusiness, mines, as well as small/medium enterprises.

Since EMS was established in 1996 it has grown from a single operator to employing a wide range of specialist staff across many disciplines. The vibrancy of staff at EMS increases efficiency, innovation and capacity for clients and means that most projects can remain ‘in house’.
EMS has strong associations with a number of other companies to facilitate larger projects. This has allowed EMS to progress, becoming a very reputable leader in its field and has secured clients with a great deal of corporate influence.

# Our Pillars

## Genuine Partnership

At EMS, we're not just here to manage energy, we're here to be your trusted partner. Our team get to know you, your team and your business to create solutions that fit your unique needs. We believe in building real relationships and working together as a team to help you succeed.

## Independent Advice

We provide clear, unbiased guidance to help you make the best energy decisions for your organisation. With a trusted track record, we're here to ensure your energy management adapts, thrives, and performs at its best.

## Technology

Leverage our bespoke Energy Management software for independent verification and error detection e21 EnergyPlus. It provides accurate data to guide informed decisions and acts as a powerful tool to optimise energy use. Enhance your energy management with efficient procurement strategies and gain access to essential insights.

## Visibility & Insight

Get regular updates, practical education, and accurate market analytics that keep you informed. With our expert guidance, making decisions feels easy. Let us handle your energy needs so you can focus on reaching your business goals.

## Empowering Possibilities

Our approach is flexible and responsive, tailored to your needs, driven by an innovative and solution-focused mindset. Our proactive team provides seamless support that grows with you. We're here to explore opportunities and help you get the most out of your energy management.

## Progressing Sustainability

We provide you with the latest innovations and keep you informed with valuable insights. Our solutions help you embrace sustainability and optimise energy management for a smarter, greener future. With a strong focus on energy, we're committed to helping your organisation operate at its best.

# Capabilities

We have hand-picked our team to best serve you, allowing you to focus on what matters most — your core business. With staff experienced in all facets of electricity supply, energy use and conservation, we provide quality advice in many capacities.



## Energy Management

We simplify energy for you. By removing the complexity out of energy bills, we help you understand how much energy is used, where it is used and how to manage it more effectively. By using e21 EnergyPlus you gain a clear, complete view of your entire energy landscape.



## Energy Procurement

Our personalised approach helps you navigate the challenging energy landscape to achieve the best energy deal. Successful contracts are not just about the price but encompass a holistic approach to energy management and application.



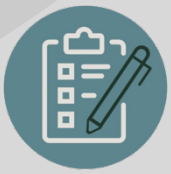
## Renewable Solutions

We can independently examine the ways you can reduce electricity costs through installing solar systems and other renewable energy projects. With trusted, expert advice, you can invest confidently and make well-informed decisions.



## Engineering Solutions

From understanding new electricity connections, and embedded networks to generation assets and complex engineering challenges, we offer the expertise to simplify the most challenging aspects of the energy world.



## Our Services

Energy Management

Energy Procurement

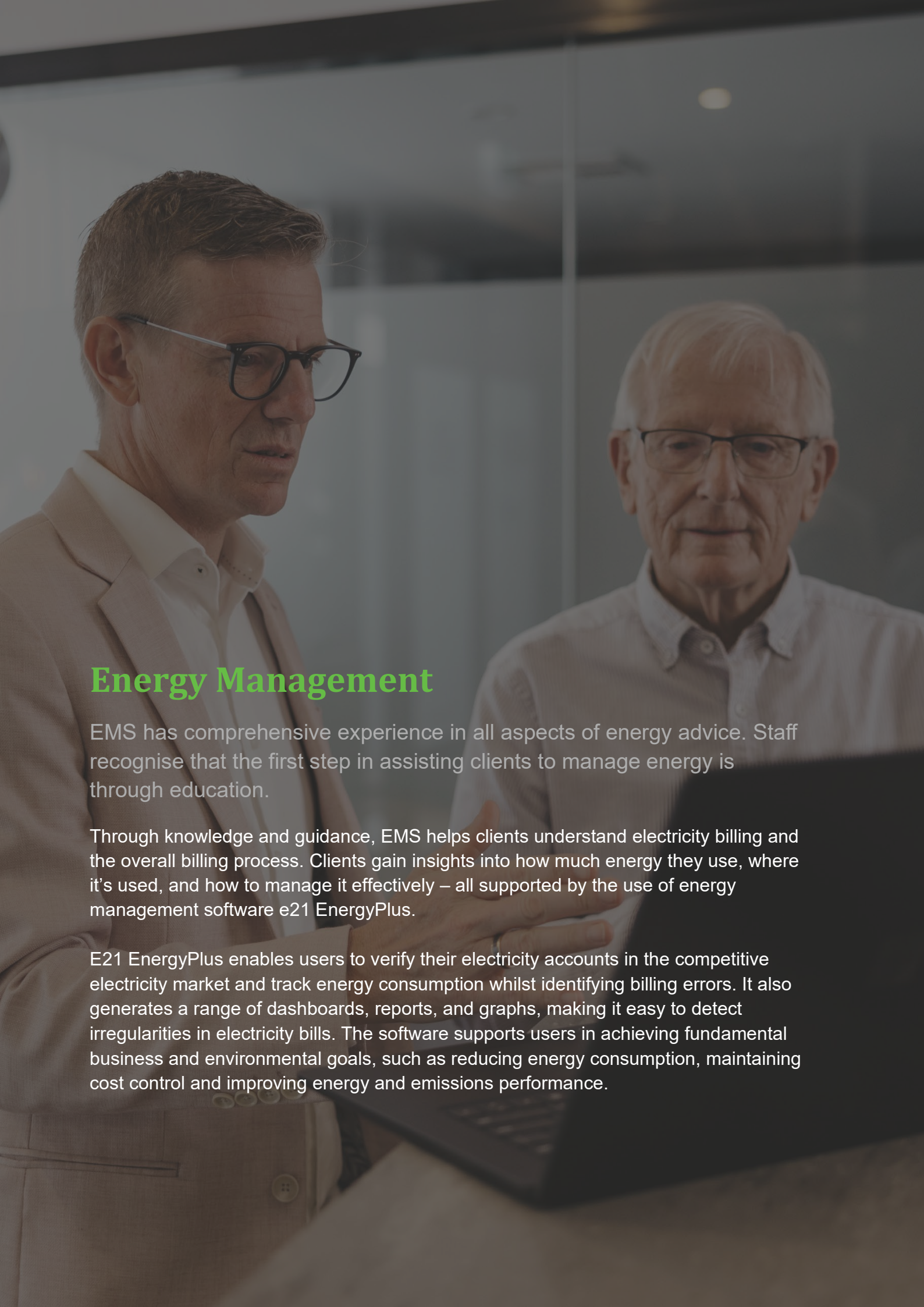
Embedded Networks

Renewable Analysis

EMS Consulting

Environmental Certificates

Energy Auditing



# Energy Management

EMS has comprehensive experience in all aspects of energy advice. Staff recognise that the first step in assisting clients to manage energy is through education.

Through knowledge and guidance, EMS helps clients understand electricity billing and the overall billing process. Clients gain insights into how much energy they use, where it's used, and how to manage it effectively – all supported by the use of energy management software e21 EnergyPlus.

E21 EnergyPlus enables users to verify their electricity accounts in the competitive electricity market and track energy consumption whilst identifying billing errors. It also generates a range of dashboards, reports, and graphs, making it easy to detect irregularities in electricity bills. The software supports users in achieving fundamental business and environmental goals, such as reducing energy consumption, maintaining cost control and improving energy and emissions performance.

# Energy Procurement

EMS has highly experienced staff with extensive knowledge and a wide range of contacts in the electricity and broader energy industry.

With access to the latest industry information, EMS is able to conduct a thorough analysis of market trends and assist clients in sourcing competitive energy contracts that address their short and long-term procurement needs. EMS also monitors pricing mechanisms for environmental certificate purchases to offer maximum opportunity for clients to benefit from any chosen energy procurement strategy.

EMS understands that a successful contract is not just about the price but should encompass a holistic approach to risk, energy management and application. Having developed specific analytical Contract Pricing Models for evaluation of the market, EMS utilise its extensive network to provide superior results for their clients.



# Embedded Networks

EMS has experience in setting up and assisting customers with embedded networks, including operational assistance and maintenance, audits and billing, especially complex billing arrangements.

We can create bills using interval metering data and also provide individual site usage analysis and reporting, which each embedded customer can easily access.

Embedded generation sources can also be tracked and appropriately credited to the embedded accounts within the network.

# Renewable Analysis

With growing emphasis on environmental responsibility, EMS can provide independent assessments to examine the ways clients can reduce electricity costs through installing solar systems or other generation projects.

In addition to analysing and providing comments on specific proposals, EMS can make expert recommendations and detailed comparisons of project proposals to ensure that clients make strategic decisions that maximise savings and overall benefit.



# EMS Consulting

EMS staff consult with individual consumers and Government Departments, bringing the expertise and experience needed to deliver high quality outcomes across all aspects of energy-related matters. Our team have a combined experience in the electricity distribution industry of nearly 95 years, covering both urban and rural networks.

EMS Consulting plays a key role in managing relationships between clients and energy companies, and have also acted in a technical advisory role for regulatory bodies. Our extensive experience spans both sides of the market, enabling us to offer valuable insights and balanced expertise. Our staff have deep knowledge of the practices and requirements of Distribution Network Service Providers, as well as experience of the economic impacts and responses of the marketplace to network pricing determinations.

# Environmental Certificates

Environmental certificate schemes such as the Renewable Energy Target (RET) and NSW Energy Savings Scheme (ESS) provide financial rewards for reducing electricity use or generating renewable energy.

These schemes operate through the creation and surrender of certificates, like LGCs, STCs, and ESCs, which are tradable commodities.

Many of our clients use these certificates as part of a broader energy strategy, purchasing them independently of their retail electricity contracts. This approach can unlock significant cost savings, particularly when market conditions are favourable.

EMS helps clients navigate these markets by offering expert advice and handling the procurement, transfer, and surrender of certificates through the appropriate registries. As a previously accredited provider under the ESS, EMS has also generated certificates from energy efficiency projects, such as streetlighting upgrades.

By leveraging these certificate markets, EMS enables clients to access additional value outside of traditional energy supply agreements.



# Energy Auditing

EMS understands the duty of our clients to comply with statutory requirements, adhere to their own environmental standards and seek opportunities to improve economic performance by reducing energy use and costs.

With the introduction of various State and Commonwealth energy efficiency schemes over the years, EMS has built a strong foundation as a respected consultancy delivering energy assessments and detailed technical reviews under Government-led programs. Our involvement in initiatives such as NSW Energy Savings Action Plan (ESAP), Sustainability Advantage – Energy Saver, Energy Efficiency for Small Business Program (EESBP) and Energy Efficiency Opportunities (EEO) provided us with deep, practical experience that continues to inform our work today, applying proven expertise to current challenges and opportunities.

Our audit staff have extensive energy and environmental expertise coupled with a wealth of practical industrial and commercial experience. EMS staff have held internationally recognised accreditation, highlighting our position as some of the most qualified specialists within the energy industry.

# Our Team

## Energy and Management Services

Peter Halyburton

Principal and Director

- Master of Business Administration, University of Newcastle
- Bachelor of Science (Technology) in Electrical Engineering, University of Newcastle
- Fellow, Institution of Engineers Australia
- Fellow, Australian Institute of Energy

Murray Halyburton

Managing Director

- Master of Environmental and Business Management, University of Newcastle
- Bachelor of Science, University of Newcastle
- Member, Australian Institute of Energy
- Member, Institute of Managers and Leaders

Jim Kelty

Senior Consultant

- Master of Engineering Science
- Bachelor of Science
- Member, Australian Institute of Energy
- Certified Measurement and Verification Professional

Paul Myors

Senior Consultant

- Bachelor of Engineering (Honours) Electrical Engineering, University of Newcastle
- Member, Engineers Australia
- Member, Professionals Australia

Mark McDonald

Engineering

David Bagley-Jones

National Energy Manager

Tito Kinnavong

Energy Analyst

- Graduate Certificate in Applied Finance, University of Newcastle
- Advanced Diploma in Business/Accounting, TAFE NSW

Aaron Bool

Analytics and Engineering

- Bachelor of Mechatronics Engineering (Honours), University of Newcastle

Sam Wolscher

Renewable Energy Analyst

Louise Tassone

Business Support

- Certificate 3 in Tourism and Retail Management, TAFE NSW

Rachel Offereins

Business Support

Briony Halyburton

Design and Marketing

Ashlee Halyburton

Office Support

# Our Team

## E21

### Andrew Halyburton

Senior Solutions Lead

- Bachelor of Science, University of Newcastle

### Aaron Bool

Analytics and Engineering

- Bachelor of Mechatronics Engineering (Honours), University of Newcastle

### Kate Halyburton

E21 and Business Support

- Bachelor of Business, University of Newcastle
- Advanced Diploma of Business Management, Australian Business Academy

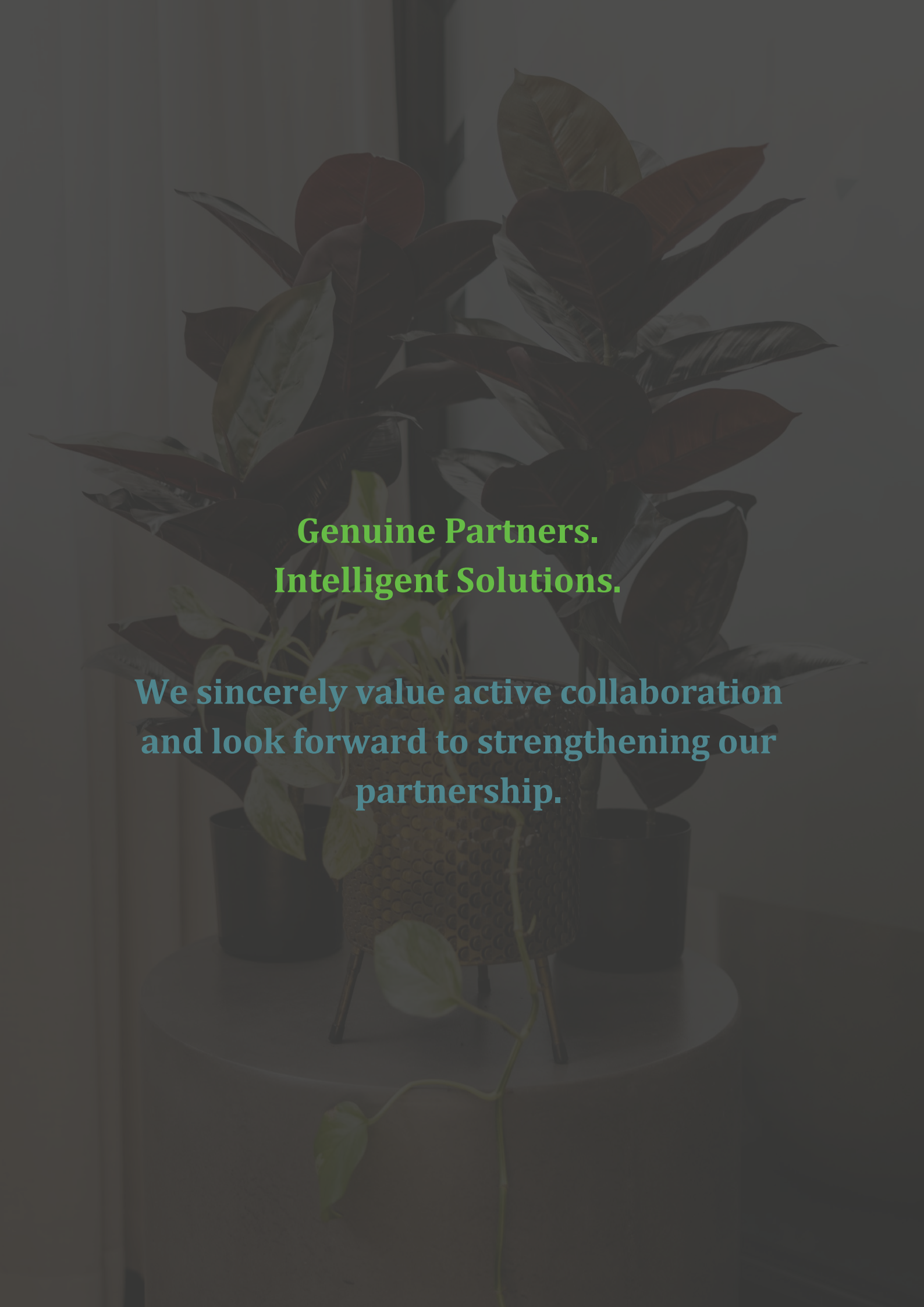
### Lovely Canales

E21 Billing Analyst

- Bachelor of Accounting, Cebu Roosevelt Memorial Colleges, Philippines
- Certificate Diploma of Bookkeeping

### Jonathan Oswald

Student Software Engineer



**Genuine Partners.**
**Intelligent Solutions.**

**We sincerely value active collaboration and look forward to strengthening our partnership.**