



# Referral Pack

for Real Estate Agents

Payment Structures and Incentives



# Referral Guide

## Payment Structures and Incentives

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A lighting upgrade is where a business upgrades their lighting from old lighting technology products such as fluorescent troffers in offices, and Highbays in factories using H.I.D. lamps to LED.

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Standard Solar is a solar system that is installed on a Business' roof where the system is paid for outright by the business owner.

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A Solar Power Purchase Agreement (Solar PPA) is an arrangement allowing for the installation of solar panels at no cost to an energy user or building owner. Instead of owning the system, the customer purchases the electricity they use from the solar system at a guaranteed reduced rate.

#### 4. Solar Microgrids

A Microgrid is a means to provide solar energy to small tenancies who would typically not be able to use solar power. Instead of owning the system, the owner and tenants purchase electricity at a reduced rate. It achieves this by grouping all of the tenancies together within a network so that they can benefit from bulk energy prices from the grid and can utilise a share of low cost solar energy from the site.

#### 5. Embedded Networks

An Embedded Network is a means to provide cheaper energy to tenancies and building owners. It achieves this by grouping all of the tenancies together within a network so that they can benefit from bulk energy prices from the grid.



PETER JACK

# 1. Lighting Upgrades

A lighting upgrade is where a business upgrades their lighting from old lighting technology products such as fluorescent troffers in offices, or Highbays in factories using H.I.D. lamps to LED.

Power Save will offer up to 10% of the price paid for a lighting upgrade in the form of a giftcard for individuals or as a direct deposit via invoice if paid to an organisations.

## Example 1 – Office

### Original Lights

200x T8 36W Fluorescent Tubes

### New Lights

100x High Efficiency 25W Back-lit LED Panels

### Annual Savings for the Customer

\$2000

### Cost to Customer

Retail price: \$5000 ex GST

What the office would actually pay after subsidy:  
\$33ex GST

### Referral Fee earned by the Agent

3 x \$99 Westfield Gift Cards

or

\$300 paid to an organisation

## Example 2 – Factory

### Original Lights

60x T8 36W Fluorescent Tubes

20x 400W High Intensity Discharge Hi-Bay Lamps

### New Lights

30x High Efficiency 25W Back-lit LED Panels

20x 80W UFO-Style Hi-Bay LED Lights with Microwave Sensor

### Annual Savings for the Customer

\$3000

### Cost to Customer

Retail price: \$7000 ex GST

What the Factory would actually pay after subsidy:  
\$3000 ex GST

### Referral Fee earned by the Agent

3 x \$99 Westfield Gift Cards

or

\$300 paid to an organisation

## 2. Standard Solar

Standard Solar is a solar system that is installed on a Business' roof where the system is paid for outright by the business owner.

Power Save will offer 3% of the price paid for a solar panel installation in the form of a giftcard for individuals or as a direct deposit via invoice if paid to an organisations.

### Example 1 – Freestanding Retail

Current Energy Bill

\$4000 per quarter

New Energy Bill

\$2000 per quarter

Annual Savings

\$8000 per annum

Solar System Cost

\$40000 for a 30kW system with a 5 year return on investment

Referral Fee Earned by The Agent

12 x \$99 Westfield Gift Cards

or

\$1200 paid to an organisation

### Example 2 – Factory

Current Energy Bill

\$5000 per month.

New Energy Bill

\$2500 per month

Annual Savings

\$30,000

Solar System Cost

\$100,000 with a 3.5 year return on investment

Referral Fee Earned by The Agent

30 x \$99 Westfield Gift Cards

or

\$3000 paid to an organisation

# 3. Solar PPA

A Solar Power Purchase Agreement (Solar PPA) is an arrangement allowing for the installation of solar panels at no cost to an energy user or building owner. Instead of owning the system, the customer purchases the electricity they use from the solar system at a guaranteed reduced rate. We typically reduce electricity costs by up to 20% off. Most solar PPA's have an option for the energy user to purchase the solar system at a negligible cost at the end of the arrangement.

Power Save will offer 5% of the price that would have been paid for a solar panel installation in the form of a giftcard for individuals or as a direct deposit via invoice

## Example 1 – Local Shopping Centre

Value of Installation

\$110,000

Value of Installation after Subsidy

\$60,000

Annual Savings Created by Power Save

\$8,000 - 10,000

Solar System Cost to Client

\$0

Referral Fee Earned by The Agent

30 x \$99 Westfield Gift Cards  
or  
\$3000 paid to an organisation

## Example 2 – Apartment Complex

Value of Installation

\$60,000

Value of Installation after Subsidy

\$24,000

Annual Savings Created by Power Save

\$3000 - \$4000

Solar System Cost to Client

\$0

Referral Fee Earned by The Agent

12 x \$99 Westfield Gift Cards  
or  
\$1200 paid to an organisation

## 4. Solar Microgrids

A microgrid is a means to provide solar energy to small tenancies who would typically not be able to use solar power. Instead of owning the system, the owner and tenants purchase electricity at a reduced rate. It achieves this by grouping all of the tenancies together within an embedded network so that they can benefit from bulk energy prices from the grid and can utilise a share of low cost solar energy from the site.

Power Save will offer 3% value of the upgrade that would have been paid for a solar panel installation in the form of a giftcard for individuals or as a direct deposit via invoice if paid to an organisations.

### Example 1 – Medium Shopping Centre

#### Upgrades

250kW + Embedded Network

#### Benefits Created by Power Save

\$30,000 electricity savings

\$20,000 in roof/licence revenue

#### Microgrid Cost

\$0 to Client (\$400,000 value in capital works)

#### Referral Fee Earned by The Agent

120 x \$99 Westfield Gift Cards

or

\$12,000 paid to an organisation

### Example 2 – Factory Complex (50 Units)

#### Upgrades

500kW + Embedded Network

#### Benefits Created by Power Save

\$60,000 electricity savings

\$40,000 in roof/licence revenue

#### Microgrid Cost

\$0 to client (\$800,000 in capital works)

#### Referral Fee Earned by The Agent

240 x \$99 Westfield Gift Cards

or

\$24,000 paid to an organisation

# 5. Embedded Networks

An Embedded Network is a means to provide cheaper energy to tenancies and building owners. It achieves this by grouping all of the tenancies together within a network so that they can benefit from bulk energy prices from the grid.

Power Save will offer 3% value of the upgrade that would have been paid for an embedded network installation in the form of a giftcard for individuals or as a direct deposit via invoice if paid to an organisations.

## Example 1 – Small Office Building

### Formation of Embedded Network

#### Benefits Created by Power Save

\$12,000 electricity savings  
\$7,000 in licensing revenue

#### Embedded Network Cost

\$0 to Client (\$110,000 value in capital works)

#### Referral Fee Earned by The Agent

33 x \$99 Westfield Gift Cards  
or  
\$3,300 paid to an organisation

## Example 2 – Medium Rise Business Complex

### Formation of Embedded Network

#### Benefits Created by Power Save

\$30,000 electricity savings  
\$15,000 in licensing revenue

#### Microgrid Cost

\$0 to client (\$240,000 in capital works)

#### Referral Fee Earned by The Agent

72 x \$99 Westfield Gift Cards  
or  
\$7,200 paid to an organisation

Unit 4, 48 Garema Circuit,  
Kingsgrove, NSW, 2208

Unit 4, 74 Thomsons  
Road, Keilor Park, VIC,



[sales@powersave.com.au](mailto:sales@powersave.com.au)  
1800 533 123