

Cheaper fixed power prices for your business.

Is your business getting a good deal on power prices? Odds are we can offer you better – up to 50% better.

Solar Professionals Electricity Supply Agreement

Solar Professionals are one of the few regional NSW based solar company's to be granted an exemption from the Australian Energy Regulator to sell alternative power to our clients. This means we can sell you power that we generate just like AGL and Origin can, but cheaper. More often than not, we can offer more competitive electricity rates than the big energy retailers and the rates we offer are fixed. No increases, no future uncertainty just cheaper fixed electricity prices for years.

How it works

Solar Professionals Electricity Supply Agreement allows commercial enterprises and industry to enjoy all the benefits of solar power without the burden of capital costs or the risk.

Based on proven financial models used extensively around the world, electricity supply agreements are simply a contract to buy and sell solar power over an agreed period of time.

Our Electricity Supply Agreement allows for the installation of a solar system on your business premises. Solar Professionals retains ownership of the system for the agreed duration of the contract and sells the solar power generated by the system back to your business at a lower fixed rate than that charged by your electricity providers.

Solar Professionals takes full responsibility for the operational maintenance and any repairs the system requires during the agreed contract term.

At the end of the contract period, ownership of the fully operational solar system is transferred to you, the business owner, at no payout cost so you can enjoy many more years of solar energy and reduced power costs. You don't even need to own the premises you trade from to take advantage of the agreement.

The agreement is also flexible in that it allows the business owner to purchase the system outright at any time during the term of the agreement.

Find out more

To find out more about our electricity supply agreement and to arrange a no obligation free of charge complete assessment of your business power usage, please phone our office on 02 6925 6056.



What you need to know

The benefits of a Solar Professionals Electricity Supply Agreement for your business are:

- No upfront capital required whatsoever
- Immediate cost savings on power thanks to reduced electricity rates
- No future uncertainty as to power costs and the ability to view electricity costs as a fixed expense for the duration of the contract
- No system maintenance for the duration of the contract
- Outright ownership of your own solar power system at the end of the contract term allowing your business to enjoy many more years of significantly reduced power costs
- Flexible buy out options
- Reduced carbon footprint and increased business sustainability
- Long term savings on energy and power



Call 02 6925 6056
www.solarprofessionals.com.au

13 Dobney Avenue,
Wagga Wagga, N.S.W. 2650
andrew@solarprofessionals.com.au

You've got questions? We've got the answers.

“So there's no cost to me?”

For the solar system? No. The only constant cost is power, which you already pay month after month, year after year. If you continue to pay your electricity retailer for power, power is all you will get. If you purchase power from Solar Professionals under an Electricity Supply Agreement, you'll get cheaper, fixed power costs AND a fully operational solar system at the end of the term at no payout cost to enjoy many more years of reduced electricity costs. As the old saying goes “If you always do what you've always done, you'll always get what you've always got”.

“I'm interested but it sounds too good to be true”

There is absolutely no gimmick here, this is a commercially viable proposal that is relatively new to the Australian market, but very common overseas. Solar Professionals developed this product after years of dealings with commercial business and industry right across NSW. Capital cost and uncertainty as to future electricity prices are two of the main reasons businesses put off investing in solar. Our Electricity Supply Agreement (ESA) allows business owners the opportunity to benefit from renewable energy technology, with no upfront cost, and build immediate cost saving and environmental sustainability into their business. An Electricity Supply Agreement (more commonly known as a PPA) is a standard product in the electricity utility market, we have just adapted this into the commercial market. ESA's as a rule of thumb basically cut out a large portion of the supply chain in the electricity industry. Having a generation system (solar) on your roof removes the distributor, government and retailers from the pie. It's this that allows Solar Professionals to offer cheaper electricity rates than the big utility companies.

“I'm in contract with my power company so I can't do anything at the moment?” “Wrong.”

In relation to electricity contracts, there are two main types of contracts for commercial clients:-

Volume based and;
Price based.

Volume based contracts are usually reserved for commercial clients who commit to a specific amount of electricity usage. Price based contracts are the type of contract we predominately see with our commercial clients and there is no recourse or issue with mitigating your demand of the price contract through utilising solar. Solar Professionals are simply a secondary retailer of electricity.

“What if I don't own the building I operate from or I decide to sell the business during the contract term?”

Solar Professionals have partnered with many businesses who are in a lease situation. Providing the building owner consents to the solar installation, there's generally no issues at all. The Electricity Supply Agreement provides for the transfer of the contract to new owners in the event of the sale of a business. We believe it would be a significant selling point as new business owners stand to benefit from electricity cost savings for the remainder of the contract term just as the outgoing business owner has.

“What if electricity prices drop in the future and I've signed an Electricity Supply Agreement for a fixed electricity rate?”

It is our opinion that electricity prices should stabilise in the near future. Keeping in mind, like everything, we expect as a minimum electricity prices to rise with the consumer price index per annum. We are often asked why we believe prices won't go down? This is a simple supply and demand equation. As there becomes less demand in the electricity market due to increased solar installations and improved energy efficiencies, utility providers will look to increase their electricity rates to recoup costs. Therefore we don't expect electricity prices to fall but in the unlikely event they do during the term of a contract, lets talk.

“Is there any risk for my business in terms of the system not working as it should?”

No. Solar Professionals carries the risk. We retain ownership and maintain the solar system throughout the duration of the agreement. Put simply, if the system doesn't produce power as it should, we don't get paid.

“What if I want to buy the solar system outright during the course of the contract. Can I do this?”

Absolutely. The contract will provide for a buy out cost for each year of the contract. It's a very flexible agreement.

“How can a solar company sell power and do other local solar companies offer this too?”

After a lengthy two year process, much research, consultation and development, Solar Professionals were granted an exemption from the Australian Energy Regulator to sell alternative power to our clients. We are one of the first regionally owned solar companies in NSW to receive this exemption and our Electricity Supply Agreement is the only product of its kind to be offered by a regionally owned NSW solar company. Not only do we sell the electricity, we also supply, install and maintain the solar system. This ensures a seamless start to finish process where our clients converse with just one company the whole way through. We are aware that a very small number of other local solar companies are offering Power Purchase Agreements. Unfortunately for their clients, the contract terms are generally longer, the electricity rates aren't fixed and the client could end up dealing with multiple parties such as financiers and / or solar installers.

“Are many businesses already buying power from you?”

Yes. Prolific, well known and respected businesses in regional NSW such as Delta Agribusiness, Wagga Swim School, Wagga Early Years Learning Centre, Langfields Pastoral Company Kingsvale, Orange Aboriginal Medical Service, Junee Ex-Services Memorial Club, Wellington Soldiers Memorial Club, The Coffee Club Albury, Auto Panel Repairs Wagga and Balranald Shire Council just to name a few, have jumped on board as they see the social, economic and environmental advantages of our Electricity Supply Agreement.



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