Reducing Business Electricity Costs
A Comprehensive 9-Step Framework

Michael Williams
ALTUS ENERGY
POWER PROFITS

A Comprehensive 9-Step Framework For Reducing Electricity Costs and Boosting Profits

MICHAEL WILLIAMS
Record wholesale power prices for NSW and Victoria

Austalians have been hit by high electricity prices, which are now set to get worse. This has led to calls for government intervention to providing power prices. The Guardian has reported that the price of electricity has increased by over 12 percent, which is six times the average pay rise. The newspaper has also reported that the high prices are due to a lack of investment in new power plants. The article suggests that the government needs to take action to ensure that power prices do not continue to rise.
SA Wholesale Prices 12-Month Moving Average

$/MWh

2007 Drought
2012-14 Carbon Tax
Northern Power Station Closure
Hazelwood Power Station Closure
Gas Prices Increasing Due to LNG
How can we reduce electricity costs and boost our profits???

How do we know if the price offers are fair?
Are there any other options?
Are prices going to come back down or keep going up?
How many years should we contract for?
Will solar have a decent payback?
What energy efficiency initiatives can we implement?
Can we reduce supply costs?
Is the government going to do anything about these high costs?
Comfortable Price Takers

- Struggling Energy Users
  - Low Energy Expertise
  - Small Number of Options
  - Modest Energy Costs

- Distressed Energy Users
  - Low Energy Expertise
  - Low Options – Supplier Only
  - High Energy Costs

Innovative Energy Leaders

- High Energy Expertise
- High and Increasing Supply Options
- Low Energy Costs (Relative)

- Modest Energy Expertise
- What Choices?
- Crippling Energy Costs
Take Control Of Your Energy Costs

- Innovation
- Analysis
- Energy Costs
- Network Charges
- Operations Analysis

- Efficiency
- Monitoring
- Renewables

- Lower Costs
- Increased Options
- Take Control Of Your Energy Costs
- Increased Expertise

- Energy Intelligence
- Strategy
- Electricity Market Knowledge

Understand your bill
Thank you