

October 29, 2012

Site Analysis Documentation & Pricing

Introduction

Smartcom is a consulting house that provides independent advice to customers and solar retailers / installers from our base on the Gold Coast. We usually work for the solar retailers / installers to provide comprehensive documentation to support their sales efforts. However we also work directly for customers providing independent advice and support during the pre & purchase process.

We charge a flat fee for an initial report depending on the size of the proposed installation. This can be either charged upfront or on a success fee basis, but the price for the success fee basis is x 3 of the upfront fee. (Usually only 30% of bids are successful)

Reports can be our letterhead as an independent consultant or if you prefer your letterhead.

Larger Solar Installations

Smartcom creates custom analysis on a per site basis showing the customer the advantages of installing solar power at their site. We also show the optimum size suitable for their electricity usage profile and the size that the customer is able to physically fit on their roofs or ground mount area.

Smartcom will also indicate if there are any government grants available to co-fund the installation. Typically larger systems will be a behind the meter installation supplying up to 35-40% of a sites power usage, (assuming roof space is not an issue).

Reports show the following financial indicators with and without available grants

1. Payback years
2. Return on Investment (ROI)
3. Net Present Value (NPV)
4. Internal Rate of Return (IRR)
5. Aggregate cost of electricity over 20 - 25 years with and without solar

We will in the case of the sites over 40kw analyse the actual log data and provide profiles showing, new peak, old peaks and where peaks occur (time of day etc) and how solar can reduce this. We can also show a before and after bill assuming we have details of the current tariff and contractual terms.

If the customer wishes to proceed on the basis of the site analysis then Smartcom can assist with:-

1. Full blown feasibility studies if required
2. Finance applications and who to approach if not your usual banker
3. Grant applications
4. Project scope documentation suitable for a bank or planning application
5. Indicative possible PPA arrangements
6. Competitive tender or request for quotation documentation

We enclose a sample medium site analysis as an example of our work.

Pricing

Small Site - Up to 40KW

4 Page Analyses

Information Required

1. Copies current and past Electricity Bills (1 Year set if available)
2. Size of north facing available roof and or ground area available to install solar panels
3. Is finance required Yes or No

Price \$500 + GST

Medium Site Up to 100KW

10 Page Analyses

Information Required

1. Copies current Electricity Bills (previous month)
2. Site log 1 minute or 30 Seconds up to 6 months - more if available
3. Size of north facing available roof and or ground area available to install solar panels
4. Name of local network owner (not retailer)
5. Is finance required Yes or No if so what interest rate is the customer expecting to pay

Price \$1000+ GST

Large Site (single site or building installation) 100KW +

16 Page Full Analyses

Information Required

1. Copies current Electricity Bills (previous month)
2. Site log 1 minute or 30 Seconds up to 12 months more if available
3. Size of north facing available roof and or ground area available to install solar panels
4. Description of electricity infrastructure at site
5. Name of local network owner (not retailer)
6. Is finance required Yes or No if so what interest rate is the customer expecting to pay

Price \$2000+ GST

Prices shown are plus GST, based on an upfront invoice basis, paid 2 weekly, or on success basis is x 3 of the upfront fee invoiced and paid at the start of the installation. (Usually only 30% of bids are successful).

Our standard consulting rates are shown below.

Consulting Rates

Charges for Smartcom Services

Smartcom charges are listed below on a per day basis, plus the cost of travel and reasonable accommodation expenses. All airfares are to be economy class.

Principle resource	Charges (AUD per day) ex GST
Luke Meredith Hardy	\$800 per day
	\$100 per hour

Rates can also be quoted in the currency of choice.

Invoicing Frequency

Fortnightly

Payment

All invoices in respect of service and implementation charges are payable within fourteen days. Interest at the NAB 30 day bank bill rate from time to time plus 2% will be charged and will be payable on all overdue amounts from the date when due until the date of actual payment.

Bank:- National Australia Bank Limited
Account name: Smartcom Pty Ltd
Account number XXXXXXX (Please Ask for Details)
BSB XXXXXX (Please Ask for Details)

Project Payments Schedule

Scoping Study at T&M 30 Days Terms
50% on Contract / Purchase order
50% on Completion

Rates for Services on Customers Premises. (Travel)

If Smartcom consultants are required to travel more than 100 KM from the Gold Coast the travel costs will apply. Smartcom charges are listed above on a per day basis, plus the cost of travel, daily allowance and reasonable accommodation expenses as shown below. All airfares less than 8 hours are to be economy class. Flights over 8 Hours are to be Business Class.

Team Contractor resource	Charges (AUD per day) ex GST
Daily allowance	\$100
Travel	At cost
Accommodation	At Cost
Vehicle Travel Per KM	70 Cents Per KM

Variation of Charges

The above charges will not be varied for a period of one year from the date of the Agreement, save in the following manner:

Subject to Smartcom giving three months notice to the Customer Smartcom may vary the rates of its charges for Smartcom services in line with any increases over the previous twelve month period in the Consumer Price Index.