



## HAPPY CHINESE NEW YEAR 2021

*Managing Director - Stacey Vacher*

Today is the beginning of the Year of the Ox. The Ox symbolises diligence, resilience and upward momentum. The Ox is the second of all zodiac animals. According to one myth, the Jade Emperor said the order would be decided by the order in which they arrived to his party. The Ox was about to be the first to arrive, but Rat tricked Ox into giving him a ride. Then, just as they arrived, Rat jumped down and landed ahead of Ox. Thus, Ox became the second animal.

As a Western Taurian with the surname Vacher (derived from the French word "vache" which means "cow") I can't help but be drawn to the Ox / cow / bull. I'm hopeful my connections to the cow / bull will stand me in good stead in this year of the Ox.

I was heartened to read about how the Chinese view the Taurian born in the year of the Horse (i.e. yours truly). At first I read "Taurus Horse: The Eccentric Spender Of The Chinese Western Zodiac" What? But enter the article and there is light. "The Modest Taurus Horse Personality Balanced: Taurus Horses are aware of how to express themselves, and they are good at judging people and situations. Active and ambitious, these individuals are also creative and they often solve their problems imaginatively." Apt given where Edge Utilities is heading in 2021.

### WHAT'S INSIDE THIS ISSUE:

*We ask the question "Are batteries the solution?"*

*We go 'Back to Basics' to explain LOAs and why they are so important.*

*And we take a brief look at Virtual Power Plants (VPPs) and how they can work for you.*



"THE QUESTION IS, ARE WE HAPPY TO SUPPOSE THAT OUR GRANDCHILDREN MAY NEVER BE ABLE TO SEE AN ELEPHANT EXCEPT IN A PICTURE BOOK?"

- SIR DAVID  
ATTENBOROUGH

Fastest January on Record?!

I don't know if time really does go faster as you get older, or if we hit the ground running so fast into 2021 that it felt like January was over before it started. Either way, whilst many enjoyed an extended break after a challenging 2020, our teams were pumping with productivity.

Our Account Management team, headed by the tenacious Samantha Peters (AKA Sam, AKA Sammy) and technically supported by our Developer Analyst Feifan Wang (AKA Feifs), had our systems in awesome shape for the turn of the calendar year. Preparation is key in any month end, but none get more important than December – which often include annual environmental reconciliations, and January – which obviously include a new calendar year / quarter rolled into one.

Our BD / Sales mastermind Lolita Sillars (AKA Lol) didn't slow down either. Lol has been busy building strategic partnerships with some amazing individuals and companies across Australia and indeed the world. We are all loving working with such brilliant forward thinking renewably focused minds as we all shape the products of the future. Whilst these transition leading products take time to package for retail consumption, especially in our highly regulated market, rest assured you'll be the first to see them.

We hope you're following our socials, as we aim to educate you on the basics through to the more complex aspects of our industry and markets. If you don't already, jump on our LinkedIn, Instagram, or Facebook pages and follow us there.

Stacey Vacher

*We wish you good health, happiness and prosperity always.*

Reach out using any of the following, and one of our team will be in touch. Email us at [save@edgeutilities.com.au](mailto:save@edgeutilities.com.au) or [info@edge2020.com.au](mailto:info@edge2020.com.au) or call us on 1800 334 336.

Alternatively contact our National Sales Manager, Lolita Sillars, directly at [lolita@edgeutilities.com.au](mailto:lolita@edgeutilities.com.au) or our Managing Director, Stacey Vacher, at [stacey@edge2020.com.au](mailto:stacey@edge2020.com.au)



# ARE BATTERIES THE SOLUTION?

*Written by Alex Driscoll, Senior Manager, Markets & Trading*

Over the last couple of years solar was the hot topic when discussing projects. Now battery storage is what everyone is talking about. From large scale projects, to smaller scale installations on the roof of households, commercial businesses, such as factories and now solar shaded car parks! Batteries are the new option everyone wants.

**But..... the question is why?**

Because the easiest form of renewable generation to install is solar and as solar produces electricity in the parts of the day when prices are at their lowest, there is limited commercial value to the system owners.

In some cases when prices are zero and sometimes negative during the solar hour the end user is better off by taking power off the grid and not using the power generated by the solar.

For commercial sized installations, the operator sells the output over a longer term to payback the cost of development and construction but, margins are getting tight. There is a need to take advantage of the part of the day when prices are higher, to improve the financial viability of the projects. The solution to this is to time shift the solar generation into the times when solar is not available and prices are higher. This is done by storing the solar energy in the battery and discharging in those hours on either side of the solar shape. This is usually when most people are coming home from work.

In small scale projects, such as a household rooftop set up, a 5-kilowatt (kW) system will generate about 12 kilowatt/hour(kWh) per day. Home batteries are normally sized to about 10kWh, considering the efficiency of charging the battery the system will not charge the battery to 100% each day.

Most household's consumption is 5kWh/day so, because of the consumption and the solar generation, it would take up to 3 days to fully charge the battery. This would result in the household paying for the solar and battery setup and now paying to import electricity from the grid for their consumption.

There are two key areas to explore regarding battery storage.

1. If batteries become more popular the cost of each battery comes down and makes the commercial decision to install batteries easier.
2. Installation of a control system that can manage the solar / battery operation and optimise the system to the benefit of the end user. (we believe this is the more important decision)

With the installation of 45 gigawatt (GW) of batteries expected in Australia by 2025, there will either be a lot of wasted capital or a great resource to manage the intermittent generation and consumption across the NEM. However, with financial returns underpinning the investment of projects there will be skewing towards technology for the answer.

A serious solution to the dilemma of individuals desiring renewable generation to power their homes or businesses, extracting the value from the renewable energy across the day when the renewable resource may not be generating, and the economies of scale required to make battery storage viable, is the sharing of the renewable resource and storage capabilities across multiple households.



Edge has strategic partnerships in place to provide customised solutions to allow end users to receive the benefits of renewable generation and the use of battery storage.

We are using cutting edge technology to maximise the efficient use of the renewable energy and reduce the cost to end users.

We are installing Electric Vehicle (EV) charging stations into some of our Strata/Body Corporate schemes, to maximise the use of renewable energy produced during the day from onsite generation. This allows tenants to charge their vehicles overnight rather than charging from the grid.

**Contact us to find out how we can provide the solutions to help you save money and the planet.**

**1800 334 336 OR EMAIL  
save@edgeutilities.com.au**



## What is a Letter of Authority? (LOA)

Although vitally important to the operations of your business, many business owners won't have the time to personally compare and select the best energy deals for their company or handle the administration involved with managing their existing account.

That's why so many businesses hand over this responsibility to an intermediary that can do this for them. These third parties typically work for professional energy consultancies or as an independent broker. To use an intermediary like this, your business will need to provide the agent with a valid signed and dated letter of authority. Without a valid letter of authority, a third-party consultant cannot legally complete the following jobs on your behalf:

- correspond and liaise with your current energy supplier to deal with any service and/or billing queries on your behalf.
- organise energy-related maintenance or upgrade appointments with your supplier, such as standard boiler services or smart meter installations.
- submit meter readings or collect energy consumption data collected by your supplier for energy management purposes.
- start the process of renewing or switching energy supplier contracts or negotiate with other suppliers to find your business an improved deal (subject to your final approval).

We cannot help you without your authority to do so. Our staff can engage with all the relevant counterparties to gain access to the information we need to assess your current contract and derive a solution that better serves you. Get in contact to receive your LOA now. You'll be one digital signature away from pain free energy management and lower energy costs.

**1800 334 336 OR EMAIL  
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## CONTACT US



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# VIRTUAL POWER PLANTS (VPPS)

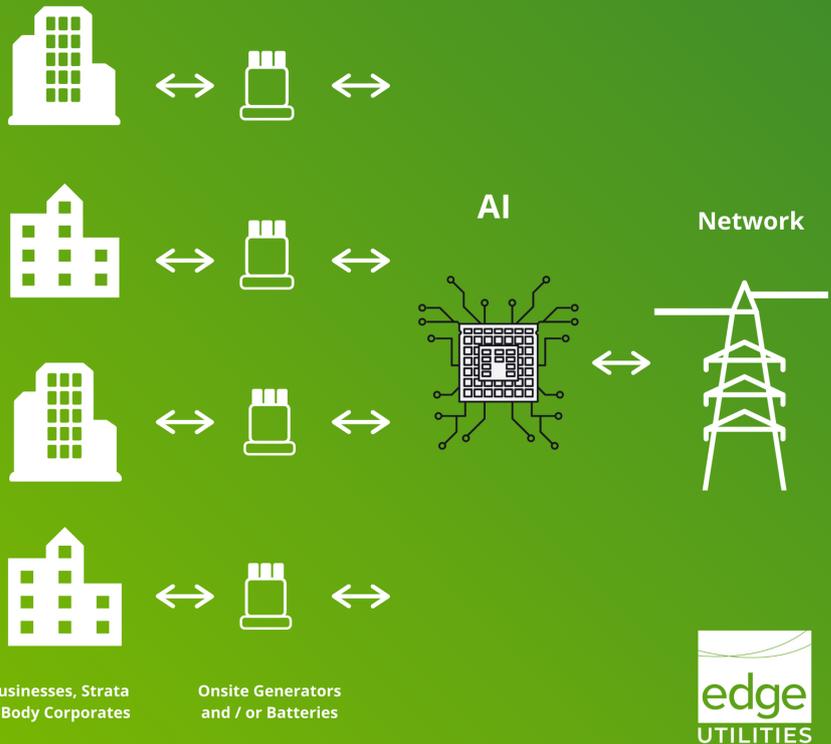
*Written by Stacey Vacher*

A Virtual Power Plant (VPP) is basically an aggregation of energy resources that can be collectively utilised to support the market. A VPP can be generation, storage and controllable load from decentralised sources. All being coordinated to deliver services to the power grid including electricity, frequency control ancillary services (FCAS), and other power system services.

VPPs are an excellent way to derive additional revenue from installed energy solutions like solar PV and batteries, thus bringing the payback period on CAPEX down and / or reducing a user's overall energy costs.

Contact us to discuss what impact this could have on your business, and how to access the benefits of a VPP. 1800 334 336.

## Simplistic form of a Virtual Power Plant (VPP)



  
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