



# powerstar AS A SERVICE™

**SAVE ENERGY WITHOUT ANY CAPITAL EXPENDITURE**

## Introducing Powerstar as a Service™

As a market leading manufacturer of energy efficiency solutions, Powerstar is constantly looking for ways to improve its offering and deliver new services to customers.

Investing in energy efficiency technology often requires capital investment at the project's conception, and, although typically a Powerstar system will pay for itself through energy consumption cost savings within 3-4 years, it can still be deemed unviable to businesses that haven't allocated the necessary capital for such a project, or if the budget has already been assigned to core activities.

If your business is interested in the concept and benefits of voltage optimisation, but such activity is restricted due to funding rules, third parties or cash flow, then Powerstar as a Service™ could be an option.

## Key elements of the service

- ✔ Customer saves energy through voltage optimisation as a service without investing capital expenditure, meaning working capital can be utilised for projects core to business activities
- ✔ Fixed regular payments for the service; the monthly costs will be less than the monthly saving produced by the solution, meaning the customer is cash positive from day one
- ✔ Powerstar and system benefactor agree the service contract, which specifies length of service term and payment structure allowing for flexibility
- ✔ Optional variable performance fee; only payable for savings delivered above the savings guarantee

## What are the benefits?



### No capital expenditure

As this solution works as a service, no capital expenditure is required by the customer.

The fixed price of the service agreement is based on the potential economic benefit of the VO solution meaning the customer is cash positive from day one.



### Results driven service

Both the energy management solution and the service agreement will be produced bespoke to meet specific client needs.

Rigorous and ongoing measurement and verification will be undertaken to ensure the solution is working optimally.



### A guaranteed solution

The Powerstar 100% savings guarantee applies to all assets covered by the service agreement.

Powerstar's full-service approach offers peace of mind and allows businesses to focus on their core activities.



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### A simple 3-step process

Powerstar as a Service™ is available on the full range of Powerstar voltage optimisation solutions and designed to give customers a fixed payment service for the supply and installation of Powerstar's range of energy efficiency solutions.

To calculate an accurate service agreement, based on the individual requirements of your site, a simple three step process is undertaken. This comprises of Analysis & Viability, As a Service and Implementation & Verification:



#### STAGE 1 Analysis & Viability

An analysis of the current business operations, energy usage and site examination.

Feasibility calculations are carried out including costs, savings and payback period.



#### STAGE 2 As a Service

A clear and concise fixed term but flexible service agreement is created and approved with the client, detailing the relationship between the savings generated and the payments.



#### STAGE 3 Implementation & Verification

The project is undertaken with the installation carried out as agreed.

Ongoing savings measurement and verification reporting is provided to monitor performance.

### Powerstar as a Service™ funding example

The fixed payment of the service agreement is based on the potential economic benefit of the VO solution. Essentially, the monthly cost for the system will be less than the monthly savings/revenue produced by the system, meaning the customer is cash positive from day one in addition to being upheld by performance guarantees from Powerstar for ultimate peace of mind.

As with all Powerstar solutions, the agreement is bespoke and flexible dependant on the customer's needs and can range from 2 – 10 years. Below is an example of how Powerstar as a Service™ could work:

#### Funding example based on:

- 🌿 800 site rollout of Powerstar LITE systems
- 🌿 Guaranteed savings of 8%
- 🌿 Average annual consumption of 320,000 kWh per site
- 🌿 A 6 year service agreement

Example 1 – based on £/kWh in 2017	
£/kWh 2017 rate	£0.1199
Powerstar as a Service	- £8,327,862
VO Savings	£14,733,312
Net Cash Flow	£6,405,450
Example 2 – based on predicted change in £/kWh until 2022	
£/kWh Forecast (by 2022)	£0.1619
Powerstar as a Service	- £8,327,862
VO Savings	£17,924,862
Net Cash Flow	£9,596,234