



Capability statement

shineon



At Shine On, we are passionate about providing market-leading energy efficiency solutions that benefit businesses financially and improve the natural environment.



Who are we?

We are an energy efficiency specialist that upgrades commercial businesses with LED lighting and solar systems Australia-wide. We offer a complete turnkey solution, from sales through to project management, installation and subsidy submissions, as well as designing and developing our own market-leading LED product range.

We operate nationally and have people on the ground in Victoria, NSW, South Australia and Queensland and we have offices in both Melbourne and Sydney.

What differentiates us?

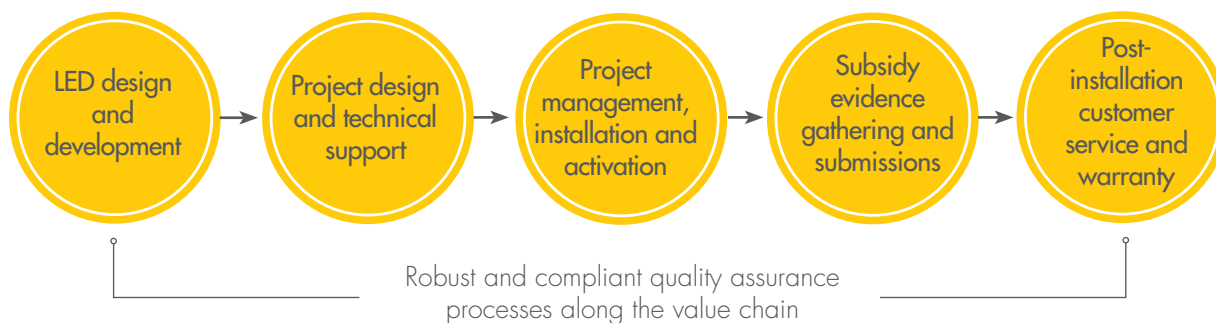
- We are an industry pioneer with over nine years' experience delivering energy efficiency solutions.
- We are proven experts in both commercial LED lighting and solar, and provide

leading-edge solutions that give our clients the biggest savings and return on their investment.

- We design and develop our own market-leading LED lighting range, and we employ the most assured solar panels and inverters from the world's leading manufacturers.
- We provide comprehensive and accurate energy efficiency proposals, with complete transparency on product performance and financial and environmental outcomes.
- We operate under all major state and national energy efficiency subsidy programs in Australia including Victorian Energy Upgrades, NSW's Energy Savings Scheme and the Renewable Energy Target.
- We are ISO 9001 certified and have been so since 2016.

Our capabilities

We are a one stop shop for businesses commercial energy efficiency needs, providing an end-to-end solution for both LED lighting and solar. Our extensive warranties and experienced team provide additional peace of mind and ongoing assistance long after installation is complete.





Our key people are experts in sustainability and energy operations, supply-chain, sales and marketing, new product development and importation.

Our values

We promote and engage in sustainable business practices by helping our clients lower their carbon emissions through energy efficient lighting and solar, and we run a sustainable business ourselves.

Our values below embody what we stand for and how we operate in our business, and they focus firmly on our customer's need to sustainably reduce their energy consumption and greenhouse gas emissions while getting better lighting outcomes from a self generated energy source.



James Johnson, Managing Director
James founded Shine On in 2009 and has over eight years' experience working in energy efficiency.

- In-depth understanding of environmental markets.
- Strong business acumen.
- Strategic sales channel development in the environmental sector.



Alex Johnson, Technical Director
Alex has over seven years' experience in energy efficiency and LED technology.

- Provides a dynamic technical background.
- Contributes fundamental business and operational expertise, enhanced with the completion of an MBA.



Stefan Manolidis, Sales Director
Stefan has over 20 years' experience in supply chain, sales and operations management.

- Strategic sales abilities.
- Capacity to understand market dynamics.
- Product focused.
- Qualified Six Sigma black belt.



Gary Kennedy, Operations Manager
Gary has decades of experience in operational management.

- Strategic business planning and execution.
- Experienced in managing multiple subcontractors across channels.
- Delivers high performing team culture.
- Continuous improvement.



Bianca Johnson, Marketing Manager
Bianca has over ten years' experience in marketing and communications.

- Experienced in driving global campaigns across multiple channels.
- Customer and engagement focused.
- Extensive understanding of print and digital communication.

Commercial LED lighting

We are the leading LED lighting specialist in Australia, having upgraded over 2,500 commercial premises nationwide. This includes one of the largest site upgrades ever completed (over 100,000 square metres), and we are the trusted partner of numerous multinational corporations and REITs for their lighting needs.

Industry leading products

We design and develop our own range of LED lighting products which are market-leading with respect to their lighting efficiency, output, lifetime ratings and warranty conditions. Our range is fully optimised for the retrofit industry with all design elements revolved around three key drivers:

- Swift payback periods.
- Enhanced lighting outcomes and environmental benefits
- Confidence in longevity and associated warranty periods.

We achieve these aims through the use of higher quality, more reliable key components and by strict quality assurance measures put in place with our manufacturing partners (see page 6 for details).

Our extensive range of products have applications across all industries from warehousing and manufacturing, through to hospitality, medical facilities and schools.



Optimal lighting solutions

We don't just sell and install lights. We go above and beyond to ensure our clients are getting the best possible lighting solutions which will deliver the largest energy saving possible (and therefore, a higher subsidy). This includes lighting designs and lux simulations to ensure adherence to AS1680 standards and looking at smart lighting solutions such as delamping where possible and introducing motion and daylight sensing.

To date, Shine On has saved Australian business over \$161 million in energy and replacement costs over 10 years and 168,195 tonnes of CO₂.





Commercial solar



Trina solar

Fronius

We started in solar in 2010 and have upgraded thousands of residential and commercial premises to solar. We are now a focused commercial solar specialist, helping to create green energy and reduce CO₂ emissions for business.

Efficient and reliable products

We work with two of the world's most established solar brands and technologies Trina and Fronius, that are tried and tested to deliver you an efficient and reliable solar system.

Panels

Trina is the largest tier one panel manufacturer in the world, with superior quality panels designed to deliver higher efficiency for large scale installations. All of our panels are backed by a 25 year performance warranty and a 10 year product warranty.

Inverters

Fronius encompasses the epitome of high quality European engineering, combined with a user-friendly interface that allows you to track the production of your system and to maximise your solar savings. Backed by a five year product warranty, Fronius inverters are efficient and reliable and make up the heart of any solar system.

Experienced installation team

One of our solar advantages is that we have a strategic partnership with one of the largest and most experienced commercial solar installation teams in the country, Roycon. Roycon has the expertise to install solar systems ranging from 10 kilowatts, to the recently installed six megawatt system at Melbourne Airport. They also deliver tangible social benefits to the community by directly employing First Nation Australians.

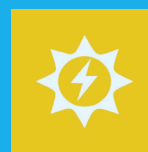
conservation before generation

Our Conservation before Generation solution is the most comprehensive energy efficiency offering available, and helps our clients save money, twice over! It works by firstly – and it must go in this order – upgrading a sites lighting to LED, which will **conserve** how much energy it uses. Secondly, we will install a solar system based on the lower electricity consumption and the occupant can start generating their own energy. The idea is to reduce the electricity consumption as much as possible so the system installed is optimised based on the sites reduced energy requirements and delivers a greater return on investment. Our **generation** step will see a further major reduction in a sites energy costs.



Conservation

Reduce your power bill through LED lighting and save up to 80% on your lighting power bill.



Generation

After the LED upgrade is complete, install the optimal sized solar system to deliver maximum energy cost savings and a greater return on investment.

Quality assurance

Shine On LED products undergo extensive safety and performance testing that in most cases exceed industry standards. They are safe and compliant with all Australian regulatory requirements, with each product holding a safety certification from Energy Safe Victoria, or a JAS-ANZ accredited approval issuer.

Each product undergoes a comprehensive quality assurance program that incorporates third-party validation for all stages of the product life cycle – from initial design through to ongoing production.

The diagram below depicts our rigorous process, which we undertake for all new products. We are so confident in the outcomes that our product warranties are well above the industry standard.



Solar

Our solar products have been carefully selected based on the manufacturer's strict quality controls, so every solar panel and inverter we install can be relied upon to stand the test of time, and are all supported by extensive warranties.

Finance

We are an accredited member of the Westpac Bank Energy Efficiency Finance program, which allows us to offer the most competitive financing rates available for LED lighting upgrades and solar. The benefits include:

- Energy cost savings typically exceeding the monthly finance payments, providing an immediate cash flow benefit.
- Finance can be arranged over longer terms, at a lower cost and with no upfront cash investment.
- Clients can obtain funding of up to \$250,000 without the need for your financials to be provided to Westpac Bank.

Government subsidies

We operate, and our LED products are accredited under:

- Victorian Energy Upgrades (VEU, formerly VEET scheme).
- The Energy Savings Scheme (NSW).
- The Retailer Energy Efficiency Scheme (South Australia).
- The Energy Efficiency Improvement Scheme (ACT).
- The Emissions Reduction Fund (national).

This means that we can offer our LED customers a subsidy worth up to 80% of the total upfront cost of the installation.

Our solar clients receive subsidies through Small-Scale Technology Certificates (less than 100 kilowatts) and Large-Scale Generation Certificates (more than 100 kilowatts). Depending on the amount of power generated, these subsidies can reduce the cost by approximately 30%.



Victorian
Energy
Upgrades



ENERGY
SAVINGS SCHEME



National
Carbon Bank
of Australia

Notable clients

Sanitarium
health & wellbeing



Inchcape

HAFELE

Rocla



LIBERTY
STEEL



KANGAN
INSTITUTE

Workplace health and safety

The safety of our people and customers comes first. Above profits, above efficiencies, above everything.

We strive for best practice in health and safety and are developing our system in line with International Standard ISO 45001 to complement our internationally-recognised ISO 9001 certification.

All employees and subcontractors are fully engaged in the system and are made aware of their responsibilities through company and project inductions, meetings and assessments. Through these measures, we ensure ongoing compliance and continuous improvement.

Our workplace health and safety capabilities are prequalified with Cm3, Australia's leading online WHS prequalification system, and we are continually developing and improving to make a safer work environment for all.

Customer satisfaction

Our customers' experience and their satisfaction with our products, the installation and their interactions with us, drives everything we do in our business. Following installation, we employ an independent body to contact customers from all completed installations to ascertain how we have performed as a business. This feedback is passed on to management and any consistent issues become part of our strategy with related KPIs. This process has been undertaken for two years and in this time, we have seen a significant increase in positive feedback leading to multiple client partnerships and multi site opportunities.

"From the presentation through to the flexibility of the installation team, we were extremely impressed. The lights are much brighter and we have already noticed a massive difference to our energy bill"

Brad Philp, Distribution Manager
Quiksilver

Case studies



Western Health

Energy saving: 68% reduction
Payback period: 14 months
Ten year saving: \$2,328,976
CO₂ reduction: 1,717 tonnes pa.



Apex Steel

Energy saving: 66% reduction
Payback period: 31 months
Ten year saving: \$1,885,800
CO₂ reduction: 1,449 tonnes pa.



Unilever

Energy saving: 74% reduction
Payback period: 8 months
Ten year saving: \$3,396,948
CO₂ reduction: 3,371 tonnes pa.



Kangan Institute

Energy saving: 72% reduction
Payback period: 17 months
Ten year saving: \$668,437
CO₂ reduction: 500 tonnes pa.



Ceva Logistics

System size: 312 kW
Payback period: 6 years
25 year saving: \$1,688,000



CompuKnit

System size: 87.5 kW
Payback period: 4 years
25 year saving: \$1,020,264



K.W.DOGGETT



GWF



Why become more energy efficient?



Reduce
your electricity bills
and safeguard
against rising costs



Protect
the environment



Improve
your working
environment



Save
on light bulb and
replacement costs



Make money
by selling electricity
back to the grid

Contact Us

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Industry accreditations



Start your business towards a brighter future
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