Asset Management – How to look after your community’s investment

#CEconf18
Asset Management – How to look after your community’s investment

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<table>
<thead>
<tr>
<th>Mongoose Energy in Numbers</th>
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<tbody>
<tr>
<td>Number of Clients</td>
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<tr>
<td>Total Installed Capacity</td>
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<tr>
<td>Number of assets managed</td>
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<tr>
<td>Number of client investors</td>
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<tr>
<td>Community funds raised</td>
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<td>Number of homes power per year</td>
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<tr>
<td>Community funds distributed</td>
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Maximising your community’s investment

- Applying Community Energy values to commercial asset management approaches
- Forward thinking & proactivity
- The power of the collective
- Going the extra mile

**Operational Asset Management**

**Technical Management**
- Performance monitoring
- Performance reporting
- O&M management
- Land management

**Operational Administration**
- Power Purchase Agreement
- Energy Supply Agreement
- Insurance & Warranty claims
O&M Procurement – A Case Study

- Awarded to BSR following an extensive tender process
- Drafted a unique contract to suit our client’s needs
- Collaborative approach to O&M
- Average cost saving to each client of 25% on the cost of their O&M
O&M Procurement – A Case Study

Our Approach

- **O&M market engagement**
  - Understand the market and its standards
  - Were the market prepared to offer what we wanted?

- **Contract specification**
  - Tell the market what we wanted
  - Detailed information – what guarantees we expected

- **Preliminary tender**
  - Longlist of potential applicants bidding against contract specification
  - Identify standout candidates for detailed analysis

- **Contract Drafting**
  - Formalise contract specification allowing binding bids to be prepared
  - Engage legal expertise

- **Final Tender invitation**
  - Best performers shortlisted and invited to prepare a formal offer
  - Site visits to facilitate this

- **Detailed bid analysis and decision**
  - Critical analysis of offers, H&S standards, capabilities
Case Study
Messages – What we achieved...

- Secured a competitive price for a technically competent O&M contractor – value over price!

- Collaborative approach – recognising the strengths of others, we have aligned aims of O&M and asset manager to work together to manage our client’s assets

- Innovative contract - our O&M approach provides an O&M performance incentive for maximising production, aligning the aims of owner and manager

- Stayed true to our client’s values

Outcomes:
- 25% saving (average) for our clients
Some of our recent achievements....

- O&M procurement (25% cost saving)
- PPAs (increase exported energy income by 3%)
- Insurance (10% cost saving)
- Final Acceptance negotiation
  - 7 FAC processes ongoing
  - Warranty extensions secured on 5 transformers (2 to 5 years)
  - Total retention values increased by 37% (so far)