

Veolia Energy Solutions

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Organisational Overview

Veolia Energy Solutions is a division of Veolia Environment. Our organisation specialises in energy, water and waste services that provides a circular economy through integration. Realising efficiencies and sustainability initiatives is vital to the preservation of our planet and our contribution to social responsibility. We partner with communities, government and business to identify solutions that are quantified and qualified. We aim to be the benchmark for reconciling sustainable development with protecting the environment. Veolia employs over 187,000 people globally with 3,950 residing with Australia and New Zealand.

Veolia has developed a complete, turnkey approach to delivering Energy Performance Contracts that includes design, build, asset management, through life support and performance guarantees on utilities reduction and improved sustainability outcomes. This maximises return on investment, ensures occupant satisfaction and minimises the owner's risk. Our engineered solutions provide peace of mind to our customers, ensures competent delivery of project requirements and our ability to guarantee the environmental and financial outcomes. This is our main core business and by providing guaranteed solutions and outcomes this ensures our customers can focus on their main core business activities.

The Veolia Model : Veolia views its role as the advocate of the customer within the Energy and related technical services supply chain. We are technology and fuel source agnostic and focus entirely on the needs of individual customers to ensure the best overall return on energy efficiency investments. We develop partnerships with customers to ensure they are achieving their organisational key objectives and environmental aspirations. Globally and nationally we have a considerable amount of performance based contracts. These contracts are supported by our significant resource capacity within Victoria, nationally and globally to ensure energy efficiency and sustainability goals are delivered.

Veolia in Healthcare: Veolia serves over 6,000 healthcare facilities globally. Under the NSW EPC program we have won two major projects being the Illawarra Shoalhaven LHD and Mid North Coast LHD EPC solutions and have completed the DFS, submitted to Treasury and readying for construction. In addition, Veolia have implemented other major EPC's in healthcare including Griffith Healthcare and Cairns Hospital. We have over twenty energy related health customers within Victoria and our unique approach ensures solutions are fit for purpose which supports our customer's current and future organisational goals and objectives.

"We are very happy with our decision (to use Veolia). We find your staff are customer focused and I am confident you will deliver on our long term expectations" Gary Gray COO Florey Neurosciences Institute.

Veolia in Water: As part of the Veolia group, Veolia is uniquely positioned to tackle water energy efficiency projects. We have local competencies in the entire lifecycle of water and waste water treatment from feasibility, design, implementation and on-going management of the plant, pumps, and building technology aspects of operations. The Veolia group has acquired and developed 150 years of innovation, experience, and internally designed tools to ensure the best return on energy efficiency investments.

Veolia in Education: Veolia is a major player in the Australian education sector, with several significant University and TAFE customers in Victoria. We currently have over thirty customers Australia wide, representing one hundred and eighty sites.

Veolia in other Government Facilities: All around the world, Veolia and Veolia have built their reputation in providing solutions to governments. This has given us insight into the long term global trends in government energy management within facilities.

"The relationship between the two organizations has matured to a point that the operations at TGA are more like a joint venture" Stuart Woodbridge TGA Property Manager.

Company Details

Company Name	Veolia Energy Solutions
ABN	30 129 471 558
Primary Address in Victorian Government	Level 1, 85 Buckhurst Street, South Melbourne, Vic, 3205
Telephone	03 9626 2222
Website	www.veolia.com.au

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Key Contact 1

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Key Contact 2

Name Ross Seabrook
Position Energy General Manager Growth – Energy Solutions and Products
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Financial Details

Minimum Contract Size	\$100,000
Maximum Contract Size	\$100,000,000
Public Liability Insurance	\$20,000,000
Professional Indemnity Insurance	\$10,000,000

Accreditations

Veolia holds all required Australian industry accreditations and quality certifications relating to Energy Performance contracting. Veolia has NABERS Accredited professionals, affiliated with the Energy Efficiency Council, Green Building Council and Energy Performance Council

Core Competencies

Energy Performance Contracting
Energy demand management and procurement
Embedded energy private networks
District cooling and heating
Central Energy Plants
Heating Ventilation and Air Conditioning systems (HVAC)
Co and Tri generation systems
Measurement and Verification
Mechanical and Electrical Technical Services
Lighting and Automation Upgrades
Building Automation Controls
Water efficiency and sustainability
Waste to energy solutions
Energy optimisation
Management of performance guarantee contracts

Service Limitations

Veolia leverages from their significant environmental solutions globally. Our organisation offerings are diverse with a vast array of solutions on offer or currently under research and development.

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Previous & Current EPC Experience

Customer	Westmead Hospital	Description
Project Cost	\$2,000,000	Upgrade to central energy centre focussing on the district cooling infrastructure for the health campus.
Annual Savings	\$300,000	
Payback Period (yrs)	7	
Date Completed	2011	

Customer	NSW Health	Description
Project Cost	\$13,500,000	DFS and EPC projects for the Mid North Coast and Illawarra Shoalhaven Local Health Districts. As separate projects for each LHD, Veolia won the EPC projects and have successfully completed the DFS for submission to treasury. It is anticipated construction will commence Q3 in 2017.
Annual Savings	\$1,700,000	
Payback Period (yrs)	8	
Date Completed	In progress	

Customer	Centennial Coal	Description
Project Cost	\$750,000	Centennial Coal had ageing compressed air plant and required an innovative solution to the asset renewal problem. Veolia designed a solution which recovered the heat from a new suite of compressors to provide security of the vital compressed air network whilst recovering waste heat for the reticulated heating water system. In addition, Veolia chose variable speed compressors which further created improved energy efficiency outcomes.
Annual Savings	\$80,000	
Payback Period (yrs)	10	
Date Completed	2011	

Referees

<Referee 1>

Title: Glen Hadfield ,
Organisation: NSW Health
Relationship: Manager of Assets, Sustainability
Phone: 0409 780 228
E-mail: To be provided on request

<Referee 2>

Title: Paul Glasson,
Organisation: Centennial Coal
Relationship: Engineering Manager
Phone: 0418 780 228
E-mail: To be provided on request

<Referee 3>

Title: Ashwin Singh
Organisation: South Western Sydney Local Health District
Relationship: Regional Engineering Manager
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