



Solar energy is a seriously underrated resource. More power from the sun hits the *Earth* in a single hour than humanity uses in an entire year

Company Profile

Sunergise designs, builds, owns and operates solar power systems for businesses and communities.

Our customers get cheaper energy immediately, and see long-term savings grow as electricity costs rise

In under five years, we have deployed 13MW of solar in the Pacific region with 6MW installed in Fiji

In Fiji our installations have avoided 6818 tons of CO2 emission and avoided around 3M Liters of Diesel Importation

Largest Rooftop Installation



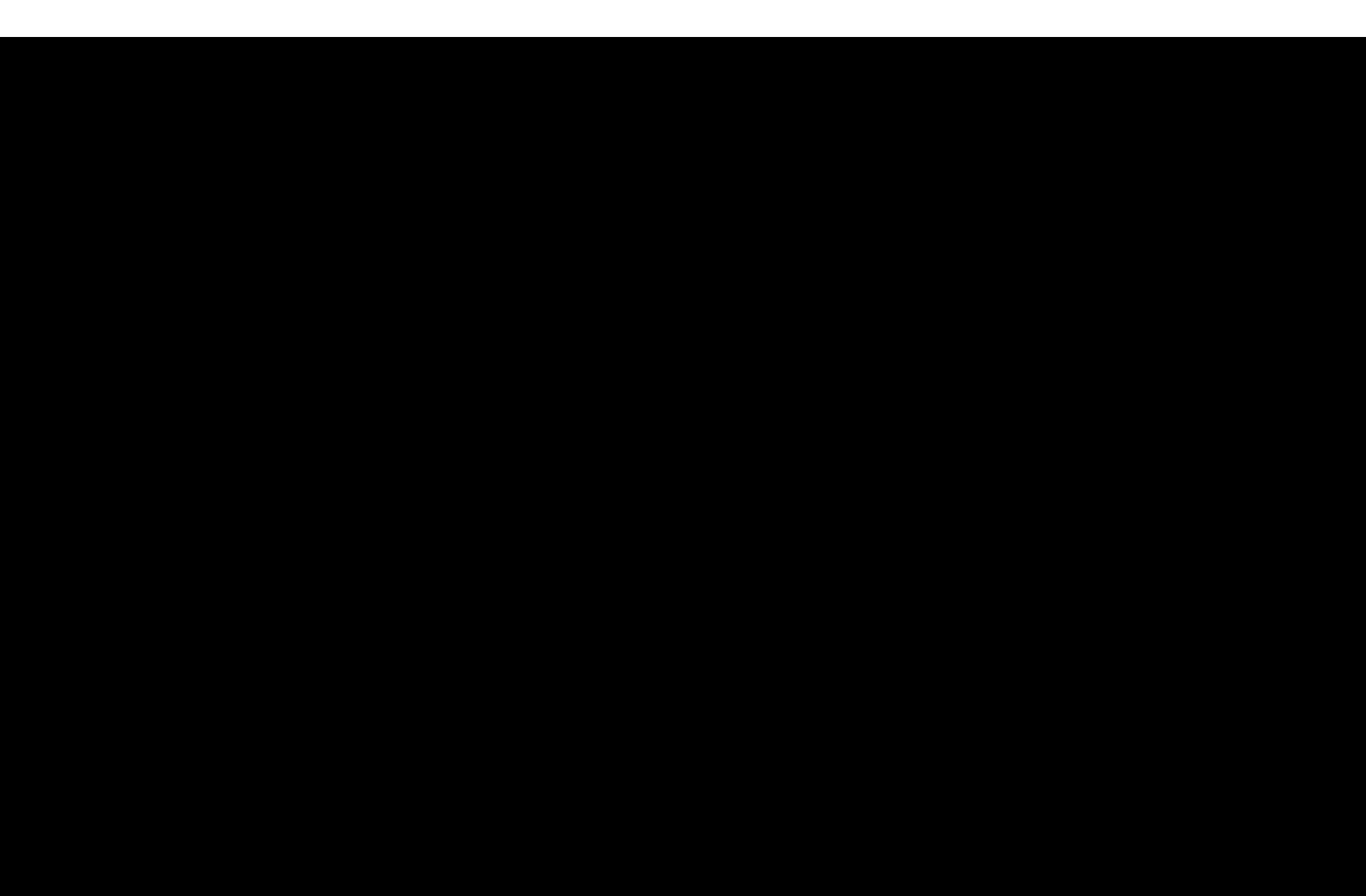
1.1MW solar system is equivalent in size to about 200 residential systems, consisting of over 3,860 solar panels. Producing 1,408,000 Kilowatt hours of energy per year, the system will save 974 tons of CO₂ annually. Equivalent of saving 414,722 litres of diesel per year, or avoiding 3,730,751 car kilometres driven annually or planting 24,964 trees.

<https://vimeo.com/238302855>

Innovative solutions Across the Pacific







The renewable, cost-efficient energy solution for Rural off grid communities



sunergise[®]



CLAYenergy



SunAccess.

Public Private Partnership

A unique pay-as-you-go electricity solution for rural households that are currently supplied by village based diesel micro-grids

- a full service offering which involves retrofitting village micro-grids by financing, building, operating and maintaining a solar system and batteries that are coupled to an existing generator.
- Average system is capable of providing power 24/7
- Households will purchase electricity from the solar-battery portion of the grid at a pre-agreed daily rate, which on a per unit basis will be cheaper than the current price for diesel generated power for a limited period each day.
- requires no upfront down payment on equipment - instead households pay a fixed daily rate. System allows small amounts purchased daily as well



SunAccess – Community Engagement

An engaged community is more than a customer



No Business Model works without understanding the customer need

Factors we considered

- Commercial Activity
- Impact of Electrification
- Maintenance & Support
- Communications capability

Development Benefits

Diesel Displacement : For every 50KW of SunAccess projects, we directly offset 30,000 liters of diesel per year

Employment creation : Local maintenance team, vendors, installers, supply chain service providers and logistics

Upscale of the pilots will enable SunAccess to turn hundreds of village-based diesel microgrids into solar hybrids, with extended cost savings

Local expertise can be leveraged to create **opportunities for employment** throughout the region. Solar is a growth industry worldwide

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Making Sustainability mainstream

- Building and Hotel Operation
- Community and Culture
- Destination Resilience and Adaptation
- Energy and Utilities
- Hotel Leadership
- Marketing and Promotion
- Tour Operation
- Transportation Management

- **Transportation Management**

Lack of clear customer expectations/demand. What do tourists expect and want?

Are they willing to pay more for sustainability options? How will their needs and expectations change over time?

- **Marketing and Promotions**

Keeping the sense of place and local culture. Stories that are shared with guests are important in explaining who we are.

Setting expectations for guests. They need to know the values that people have in Fiji, what's important to them.

Understanding changing visitor expectations. How do we speak to those transitions, how do we support them and let people know how we can meet their changing needs? Sustainability and elegance go together, they're not exclusive.

- **Building & Hotel Operations**

Cost of sustainability improvements. There is a premium for greener alternatives (compostable cups, for example) and at the same time a concern about whether guests equate experience with price. There are incentives in place for renewable energy, should we be asking for similar incentives for water, waste/sewage and other actions.

Availability of infrastructure and local resources. This includes local availability of greener alternative products, such as furniture; reduce goods shipped in. There is also a lack of infrastructure to properly reuse/recycle materials that are shipped into Fiji

- **Energy and Utilities**

Aligning with business goals. How to increase customer interest in energy efficiency without impacting customer experience.

Replacing incumbent fuels. How to reduce fossil fuels and oil use in tourism industry.

- **Hotel Leadership**

Improving employee training. Need to get better at educating teams in terms of recycling, reuse, sustainability, etc., showing them the value of these measures.

Improving guest education. Helping customers understand the value of sustainability initiatives in maintaining destinations' attractiveness and well-being, including consistent sustainability branding by hotels and other destinations.

Educating hotel owners. They are not always from FIJI, and sustainability is not always at the top of their list. Owners often don't care about anything other than maximizing profit, and frequent changes in hotel ownership makes it challenging to generate buy in on investments that may yield sustainability benefits over the long-term. So, how to articulate the benefits of sustainability to them?

Thomas A. Edison



I'd put my money on the sun and solar energy. What a source of power! I hope we don't have to wait til oil and coal run out before we tackle that.

AZ QUOTES