

**18 CONFIDENTIAL ITEMS****18.2 SOLAR PROGRAM TENDER - AWARD OF CONTRACT****RECOMMENDATION**

That:

1. Pursuant to Section 90(2) & (3) of the Local Government Act 1999 the Council orders that the public, with the exception of the Chief Executive Officer, Manager Corporate Services, Manager Infrastructure Services, Manager Property and Development Services, Manager Major Project Delivery, Coordinator Executive Services, Coordinator Organisational Development and the Minute Secretary be excluded from attendance at the meeting held on Wednesday 19 May 2021 for Agenda Item 18.2 Solar Program Tender - Award of Contract;
2. The Council is satisfied that pursuant to section 90 (3) (k) of the Local Government Act 1999, the information to be received, discussed or considered in relation to the Agenda Item 18.2 Solar Program Tender - Award of Contract is:  
tenders for the supply of goods, the provision of services or the carrying out of works.
3. The Council is satisfied that the principle that the meeting be conducted in a place open to the public has been outweighed by the need to discuss this Agenda Item 18.2 in confidence.

**MOVED COUNCILLOR MICK SPARNON**

**SECONDED COUNCILLOR REBECCA BOSELEY**

That:

1. Pursuant to Section 90(2) & (3) of the Local Government Act 1999 the Council orders that the public, with the exception of the Chief Executive Officer, Manager Corporate Services, Manager Infrastructure Services, Manager Property and Development Services, Manager Major Project Delivery, Coordinator Executive Services, Coordinator Organisational Development and the Minute Secretary be excluded from attendance at the meeting held on Wednesday 19 May 2021 for Agenda Item 18.2 Solar Program Tender - Award of Contract;
2. The Council is satisfied that pursuant to section 90 (3) (k) of the Local Government Act 1999, the information to be received, discussed or considered in relation to the Agenda Item 18.2 Solar Program Tender - Award of Contract is:  
tenders for the supply of goods, the provision of services or the carrying out of works.
3. The Council is satisfied that the principle that the meeting be conducted in a place open to the public has been outweighed by the need to discuss this Agenda Item 18.2 in confidence.

**CARRIED.**

**18.2 SOLAR PROGRAM TENDER - AWARD OF CONTRACT**

**Responsible officer:** Shilo Wyatt, Manager Property and Development Services

- Attachments:**
1. ZEN Energy - Southern Mallee (Lameroo Council Chambers) - Proposal
  2. ZEN Energy - Southern Mallee (Lameroo Swimming Pool) - Proposal
  3. ZEN Energy - Southern Mallee (Pinnaroo Council Chambers) - Proposal
  4. ZEN Energy - Southern Mallee (Pinnaroo Swimming Pool) - Proposal

<b>Section under the Act</b>	The grounds on which part of the Council or Committee may be closed to the public are listed in Section 90(2) & (3) of the <i>Local Government Act 1999</i> .
<b>Sub-clause and Reason:</b>	(k) - tenders for the supply of goods, the provision of services or the carrying out of works.

**Executive Summary**

Council allocated funding in the 2019/20 & 2020/21 budget for the design and implementation of solar arrays and associated infrastructure for the Pinnaroo Council Chambers and Office, Lameroo Council Chambers and Office, Pinnaroo Swimming Pool and Lameroo Swimming Pool.

Council undertook a formal tender process and a single tender for delivery of the solar program was received and assessed.

The tender was from Zen Energy for a total contract price of \$82,143.63. The detailed tender submissions for the four sites are attached.

**RECOMMENDATION**

That Council

1. awards the contract for the supply and installation of solar arrays and associated infrastructure at the Pinnaroo Council Chambers and Office, Lameroo Council Chambers and Office, Pinnaroo Swimming Pool and Lameroo Swimming Pool to Zen Energy for a contract price of \$82,143.63 (ex GST).
2. authorises the Manager Property and Development Services to undertake the necessary procurement process and expend funds of up to \$10,000 to provide a suitable structure to contain the solar array at the Pinnaroo Swimming Pool.

**MOVED COUNCILLOR NEVILLE PFEIFFER  
SECONDED COUNCILLOR REBECCA BOSELEY**

That Council

1. awards the contract for the supply and installation of solar arrays and associated infrastructure at the Pinnaroo Council Chambers and Office, Lameroo Council Chambers and Office, Pinnaroo Swimming Pool and Lameroo Swimming Pool to Zen Energy for a contract price of \$82,143.63 (ex GST).
2. authorises the Manager Property and Development Services to undertake the necessary procurement process and expend funds of up to \$10,000 to provide a suitable structure to contain the solar array at the Pinnaroo Swimming Pool.

**CARRIED.**

## Background

Council has a strategic goal of establishing solar arrays on its public buildings to reduce operating cost and lower the overall environmental impacts of council.

## Context

Council advertised for tenders for the total solar program via the LGA Procurement website to a panel of 7 pre-qualified companies. The tender opened on 7 April 2021 and closed 5pm 21 April 2021. At that time there were no tenders submitted and two companies had declined to respond.

Council contacted the other five companies to determine their level of interest in the project and three companies SA Regional Solar, Zen Energy & New Energy Group, indicated that they were interested but that the tender timeframe was too short for them to deliver a fully costed proposal back to council for consideration. The due date was then extended to 5pm 7 May 2021.

After this time had ended a single tender from Zen Energy was received and assessed to determine if it met the criteria in the tender documents. Tender prices provided by Zen Energy are all GST exclusive.

## Policy and statutory implications

Council has a procurement policy and the tender process has been undertaken in accordance with the policy.

All Council purchases must be carried out in compliance with the Local Government Act 1999 (the Act). Section 49 (a1) of the Act requires Council to develop and maintain procurement policies, practices and procedures directed towards:

- Obtaining value in the expenditure of public money, and
- Providing for ethical and fair treatment of participants, and
- Ensuring probity, accountability and transparency in the procurement process.

Council is not obliged to accept the lowest tender or any tender.

## Issues

The detailed budget allocation for these works and submitted tender prices are as follows:

Site	Budget \$	Zen Energy Tender \$
Pinnaroo Council Chambers and Office	\$15,000	\$19,287.33
Lameroo Council Chambers and Office	\$15,000	\$17,930.56
Pinnaroo Swimming Pool	\$35,000	\$25,006.88
Lameroo Swimming Pool	\$30,000	\$19,918.86
<b>Total \$</b>	<b>\$95,000</b>	<b>\$82,143.63</b>

The four detailed tender submissions are attached to this report. The tender also identified that there is no suitable structure at the Pinnaroo Swimming Pool. The tender believes that a replacement structure over the toddler pool would provide a suitable potential area for a solar array if it was to be replaced.

The tender supplied for the Pinnaroo Swimming Pool solar array is \$25,006.88 leaving budget for a replacement structure. A suitable structure should be able to be designed to preserve amenity at the pool and meets Zen Energy's requirements. It would be appropriate to support the Manager Property and Development Services to undertake the necessary procurement process and expend funds of up to approximately \$10,000 to achieve this. This cost is necessary to ensure a large enough structure and one that can accommodate the weight of the solar installation.

It is considered appropriate to engage Zen Energy to complete the entire program. Their tender price is over on two items and under on two items and within the overall total budget.

It is noted that this program of works has been delayed by the re-roofing project at the Lameroo Council Office and Chambers. Council was also advised that tenders for solar arrays can be somewhat fluid and it is appropriate to wait until a solar project is ready to start before going out to tender.

The delivery date for Pinnaroo Swimming Pool solar array will be subject to the completion of a suitable structure which will need to be developed with Zen Energy. The remainder of the program should be delivered before the end of June 2021.

#### **Alternate options**

Council could run a new tender process. This is not recommended as it would delay the project further and because the price supplied by Zen Energy for the four solar systems is under budget even with the issue identified at the Pinnaroo Swimming Pool.

#### **Financial implications**

The contract for the subject works are within the total budget of \$95,000.

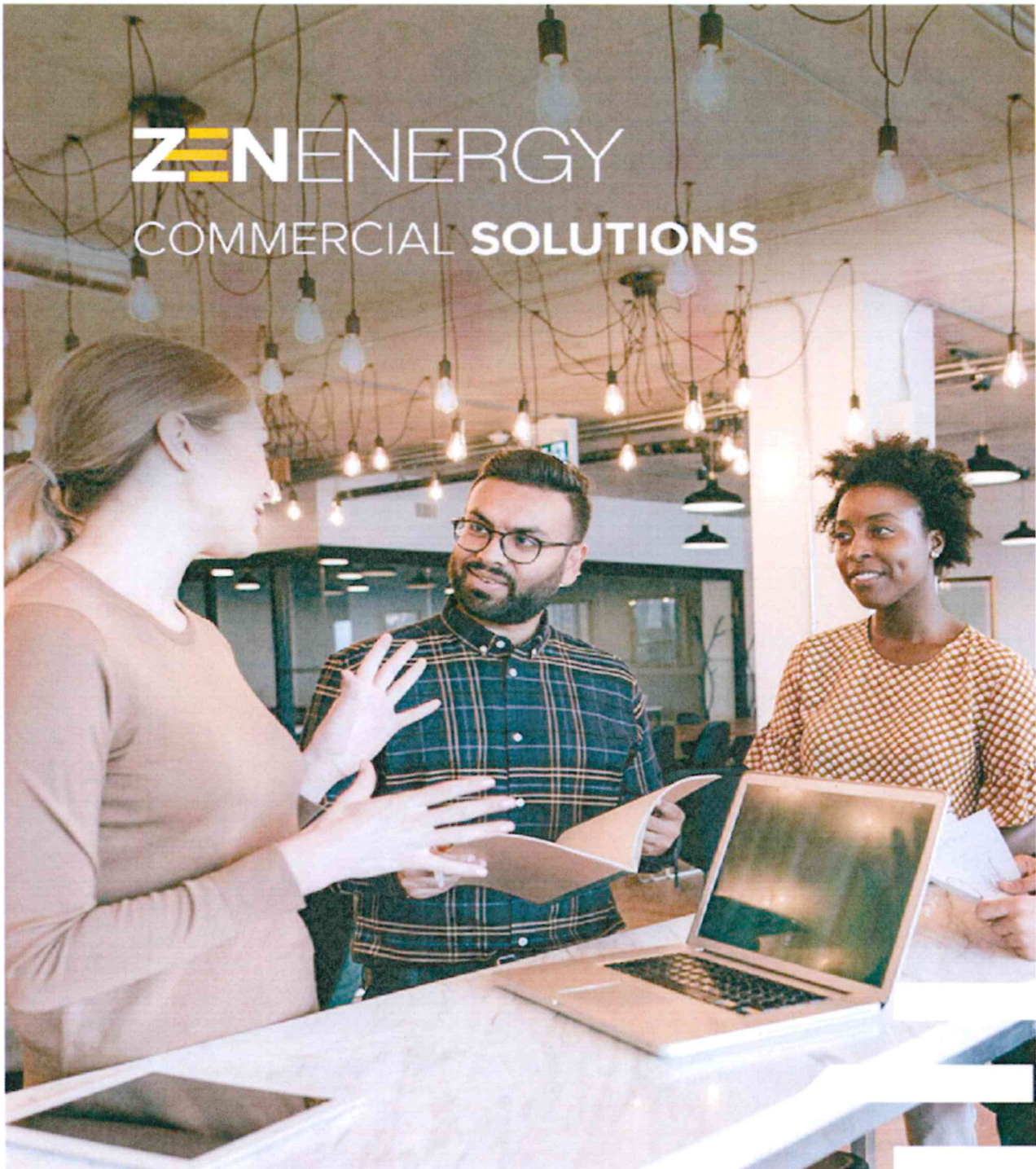
#### **Work Health and Safety and Risk implications**

The submitted tender included work health and safety components and Zen Energy are pre-qualified and available to sign under a heads of agreement written by the LGA Procurement team. There are no risk implications associated with this matter.

#### **Consultation**

Council included this capital allocation for plant replacement in the 2019/20 & 2020/21 Annual Business Plan and Budget which was the subject of community consultation.





**Quotation for**  
Southern Mallee District Council  
21 Day St  
Pinnaroo SA 5304  
Lameroo Council Chambers

**Prepared for**  
Shilo Wyatt

**Provided 05 May 2021**  
Dan Taylor  
0416 376 131  
Dtaylor@zenenergy.com.au

**Strictly Private & Confidential | © ZEN Energy 2021**

## Executive Summary

Wednesday, 5 May 2021

Dear Shilo Wyatt,

**Re: 15.54kWp Solar PV Proposal for Southern Mallee District Council (Lameroo Council Chambers)**

ZEN Energy is a renewable energy solutions provider established in 2004 with extensive experience in the design and delivery of residential, commercial and grid-scale PV and battery storage systems. Our Commercial & Industrial Solar division specialises in providing turnkey projects for a range of business and government customers. Our ambition is to help our customers embrace renewable energy while reducing their overall energy costs and furthering their general organisational objectives.

Our success is built on engineering excellence in the design, installation and commissioning of renewable energy systems. We work hard to exceed our client's expectations and value direct communication and transparency in every project we undertake. ZEN has invested in the quality of its systems and its staff to provide technical depth in engineering and a wealth of experience delivering energy projects. We maintain ISO 9001 certification together with ISO 14001 and OHSAS 18001 and are fully licensed and accredited with all relevant insurances to undertake major projects.

Your proposal contains the following detail to assist with your evaluation:

- Design Layout and Key Equipment
- System Production Analysis
- System Cost and Benefits
- Warranty Details
- Next Steps; Acceptance, Order, and Installation Process
- Formal Quotation
- Grid Electricity Cost and Consumption profiles
- Technical Data Sheets

Highlights of our offer to you include:

- **Quality Components and Product Warranty**, ZEN has selected premium inverters and high quality Tier 1 solar panels for your site. The companies behind the selected inverters and panels both have a strong track record of after sales support.
- **Delivery Excellence**, Rigorous quality, environmental, health and safety processes, Experienced CEC accredited installers with 5 year workmanship warranty, Telephone-based customer support 24 hours a day, Streamlined delivery with robust supply chain, logistics, network approval, install and commissioning processes.
- **Optimised 'Site Specific' System Design**, care has been taken to maximise system efficiency through product selection, panel placement and inverter string configuration.
- **Competitive Pricing and Strong Financial Benefits:**
  - o 15.54kWp system cost of;
    - \$17,930.56 excl. GST (\$1.15/Wp net of STCs)
    - LCOE - effective cost per kWh of 3.4559c/kWh (over 25 years)

The logo for ZENENERGY, featuring the word 'ZENENERGY' in a bold, sans-serif font. The 'Z' is stylized with a horizontal bar through it, and the 'E' is also stylized with a horizontal bar through it. The logo is set against a dark grey background.



## Design Layout and Key Equipment Selections

ZEN proposes to supply, install, and commission a 15.54kWp DC solar system for Southern Mallee District Council (Lameroo Council Chambers) at 42 Railway Terrace, Lameroo, SA, 5302.

The system will comprise of the following key equipment (refer appendices for technical data):

Total System Size	Key Equipment Selections	
	Solar Panels	Inverters
15.54kWp	42 x Trina Solar HoneyM 370W - DD08M.08(II)	1 x SMA STP 15000TL-30 15kW 1x SMA Data Manager M
	Solar Metering	Solar Monitoring
	SMA Energy Meter WattWatchers Meter	SMA Sunny Portal WattWatchers Portal

An indicative layout of the solar panels is shown below. The connection point is NMI 20017808564.

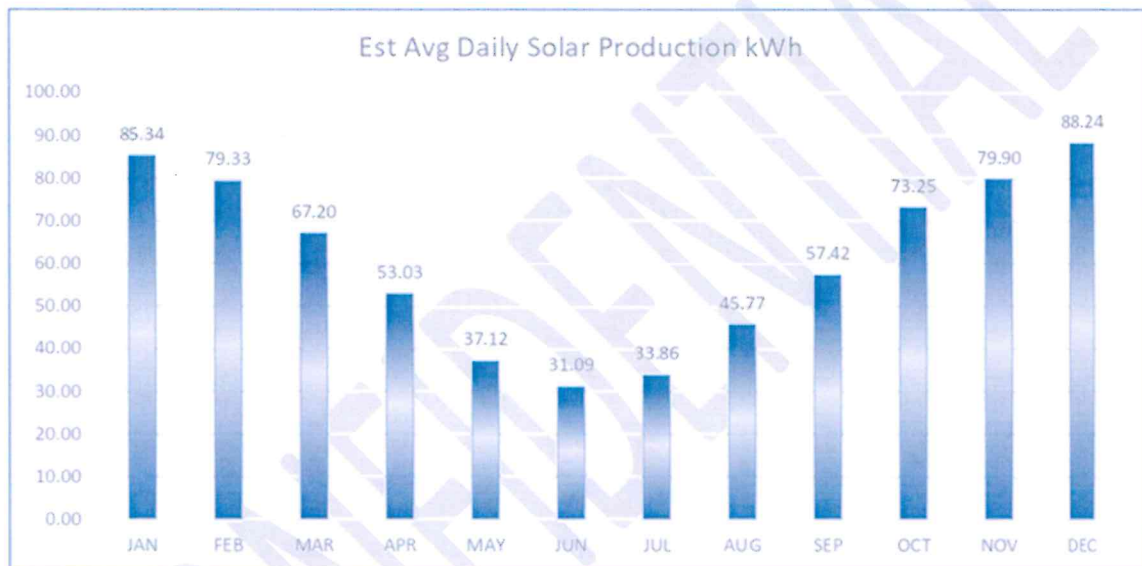


## System Production

The estimated average daily and annual solar energy production of the proposed system in the first year and also over 25 years is detailed below. The estimated production levels have been based on Helioscope simulation of the design and a decrease in system output of 0.55% per annum (in line with panel manufacturer estimates):

	System Size (kWp)	Estimated Average Daily Production (kWh)	Estimated Annual Production (kWh)
First Year	15.54	60.88	22,220
25 Years	15.54	56.86	20,753

The following graph details the estimated average daily solar production by month, for the first year:



## System Cost

### System Cost

The total system price for the proposed system, inclusive of the immediate STC discount (where eligible) and all supply, installation, and commissioning works by ZEN, is detailed below. A formal quotation for the below is provided as Section 6 of this proposal.

kWp	Gross Price (excl. GST)	STC Discount (excl. GST)	Net Price (excl. GST)
15.54	\$25,955.56	\$8,025.00	\$17,930.56

The proposed system includes a point of sale discount related to the creation of 214 STCs at \$37.50 excl. GST.





## Limited Warranties

ZEN takes care of the service or replacement of any faulty components of your system within the relevant warranty periods. Should an issue arise, contact ZEN directly and we will arrange all necessary works with the manufacturers on your behalf. Details of the limited warranties on your system are below:

- ZEN installation - 5 year limited warranty on all wiring and installation works.
- Solar panel materials and workmanship - 15 years (warranty provided by TrinaSolar, see trinasolar.com for more)
- Solar panel performance - 25 years (warranty by TrinaSolar, see trinasolar.com for more details)
- Inverter - 10 years (refer sma-australia.com.au for details)

## Next Steps

### Quote Acceptance

If you are satisfied with the proposed system and the formal quotation in section 6, the following steps outline how to accept the quotation and begin the process toward installation of your ZEN Energy system:

1. Review your Terms and Conditions document and sign your Quotation document.
2. Send your signed Quotation document to ZEN Energy by email or post.
3. Arrange payment of your deposit as shown on the Quotation document.

Once your deposit has been received, ZEN will send you:

- a. your deposit receipt.
- b. a pro-forma invoice detailing the gross price of the system you have purchased.
- c. If applicable, purchase order indicating quantity and calculation of Small Scale Technology Certificates (STC).

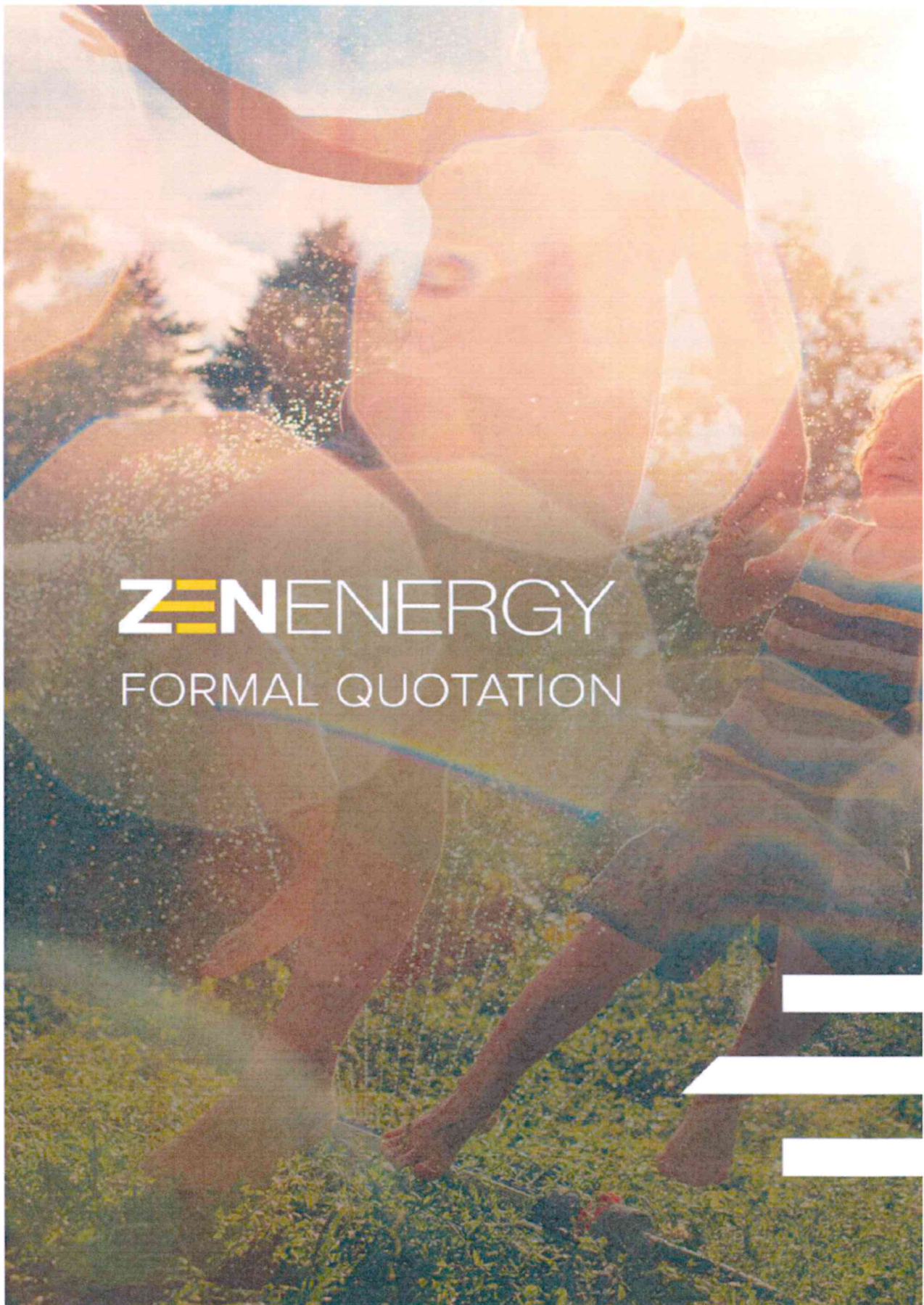
Where STC's are applicable, ZEN will require an invoice for this purchase prior to final installation to enable the STC offset to occur, and apply against the final invoice to meet the Quoted price.

### Order and Installation Process

Following receipt of your signed Quotation document and deposit, ZEN will begin the relevant processes to have your system installed and operating at your site. The process will generally comprise:

- A technical site inspection to assess additional safety, risk, and operational impact considerations.
- A preapproval process for the solar system with SA Power Networks.
- Assistance in relevant Council approvals.
- Scheduling of your ZEN Installation date, following preapproval from the energy network distributor and relevant Council approvals.
- Your ZEN Installation on a date or dates agreed by both parties, by qualified electricians who are Clean Energy Council Certified.
- Following the ZEN Installation, a visit to the property by your energy retailer to conduct any necessary meter alterations to activate your system. Whilst ZEN will assist in arranging these alterations on your behalf, your energy retailer will bill you separately for this work.
- Your system will then go live.

The logo for ZEN ENERGY, featuring the word 'ZEN' in a bold, white, sans-serif font with a yellow horizontal bar through the middle of the 'E', followed by the word 'ENERGY' in a smaller, white, sans-serif font.





Date: Wednesday, 5 May 2021  
 Attention: Shilo Wyatt  
 Company Name: Southern Mallee District Council (Lameroo Council Chambers)  
 Company ABN: 26 208 717 728  
 Postal Address: 21 Day St, Pinnaroo SA 5304  
 Project: Southern Mallee District Council (Lameroo Council Chambers)  
 Quote #: Q428429  
 Valid until: Wednesday, 19 May 2021



PO Box 141  
 Oaklands Park SA 5046  
 Email: sales@zenenergy.com.au  
 Web: www.zenenergy.com.au  
 Phone: 1300 936 466

**Site Address and NMI**

Installation Address 42 Railway Terrace, Lameroo SA 5302 NMI 20017808564

*\*Quoted price is subject to a final on-site technical review by ZEN Energy technical staff\**

**Solar Production and Environmental Data**

System Size DC	15.54 kWp	Est. solar production in first year	61 kWh per day (average)
Est. carbon offset in first year	9,555 kgs CO <sub>2</sub>	Est. solar production in first year	22,220 kWh for full year
Est. carbon offset - 25 years	223,100 kgs CO <sub>2</sub>	Est. solar production - 25 years	518,837 kWh

**Project Inclusions**

**Solar Panels:**  
 42 x Trina Solar HoneyM 370W - DD08M.08(I)  
**Inverters:**  
 1 x SMA STP 15000TL-30 15k  
 1 x SMA Data Manager M  
**Electrical BOP:**  
 DC/AC cable, Conduit, Isolators  
**Installation & Commissioning:**  
 Complete supply, installation and system commissioning  
**Structural Certification:**  
 Structural engineering inspection and certification included

**Racking:**  
 Clenergy Iron/Tin Kit  
**Monitoring:**  
 SMA Sunny Portal  
 WattWatchers Portal  
**Access & Safety Equipment:**  
 Temporary Specialised Access and Safety Equipment Included



**Project Assumptions/Exclusions**

assumes - no switchboard/connection point modifications required for installing solar switch on MSB  
 assumes - AC cable run from inverter/NPU to switchboard/connection point <30m  
 assumes - standard tin colorbound roof sheet with exposed screw lines  
 assumes - work completed in standard business hours (7.30am-5.30pm ACST Mon-Fri)  
 assumes - customer to provide internet connection for system monitoring

**Additional Notes**

**Project Cost**

	Gross System Total excl. GST	\$25,955.56
	Gross System Total incl. GST	\$28,551.11
less federal government incentive of 214 Small Scale Technology Certificates (STCs) at:	\$41.25 incl. GST	-\$8,827.50
	<b>Total Contract Price excl. GST</b>	<b>\$17,930.56</b>
	<b>Total Contract Price incl. GST</b>	<b>\$19,723.61</b>

Limited Warranties and Information

Solar panel performance	25 years (warranty by TrinaSolar, see trinasolar.com for more details)
Solar panel materials & workmanship	15 years (warranty provided by TrinaSolar, see trinasolar.com for more details)
Solar Inverter/s	10 years (refer sma-australia.com.au for details)
ZEN Limited Installation	5 years

Quote Acceptance | Terms & Conditions Acceptance | Payment Options

Your quoted Contract Price incl. GST: \$19723.61

How to secure the quotation and payment terms:

1. Sign and date this quotation in the location provided below.
2. Initial the box below to acknowledge that you have received and read our Terms & Conditions and that you agree to them.
3. Pay a minimum deposit of 20% of the total price to ZEN. For this invoice the minimum deposit amount is \$3944.72. Our EFT details are below.
4. Return your signed agreement to ZEN.

Your remaining payments are set out in the payment shedule below:

1. 20% deposit
2. 80% on completion of installation

Note: The payment milestone 'completion of installation' is when ZEN has completed the installation and the system is capable of producing electricity. Distribution Network Service Providers may prevent electricity from being generated until such time as they have completed an independant commissioning process - or until such time as an appropriate electricity meter capable of measuring solar has been installed. As the installation works are finished pending these final stages the 'completion of installation' payment invoice will be issued and due at this point.

Electronic Funds Transfer

Bank details for direct payment

BSB: 033-003

Account: 641592

Bank: Westpac

Account Name: ZEN Energy Retail Pty Ltd

Initial this box to acknowledge that you have received and read our ZEN Energy Systems Terms & Conditions of Contract with your quotation. By signing this quotation in the location provided below, you acknowledge that you accept our commercial terms outlined in this quotation and the Terms & Conditions provided to you.

Name: \_\_\_\_\_

ZEN Consultant: \_\_\_\_\_

Sign: \_\_\_\_\_

Sign: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

Your Solar Panel Layout

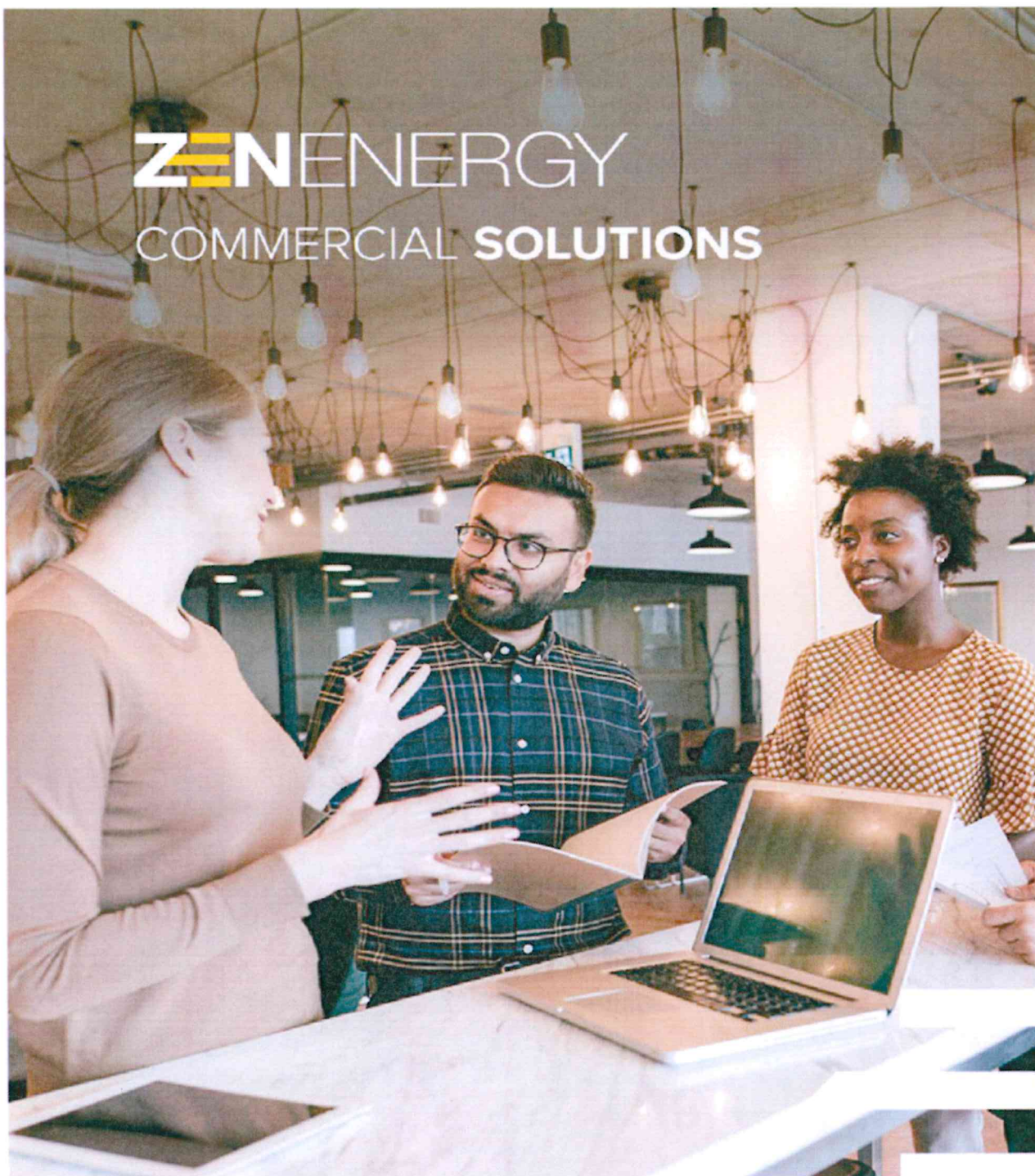
Note: The exact panel positions at your property will be finalised by your installer on the day/s of installation. If the installer determines that some change to panel layout is required and it will effect system performance or any previous layout agreements, the installer will discuss the change/s and seek your agreement prior to completing the installation.



The logo for ZENENERGY APPENDICES is centered on a dark blue background. The word "ZENENERGY" is written in a white, sans-serif font, with the "Z" and "E" in the first "ZEN" being yellow. Below it, the word "APPENDICES" is written in a smaller, white, sans-serif font.

ZENENERGY  
APPENDICES





**Quotation for**  
Southern Mallee District Council  
21 Day St  
Pinnaroo SA 5304  
Lameroo Swimming Pool

**Prepared for**  
Shilo Wyatt

**Provided 05 May 2021**  
Dan Taylor  
0416 376 131  
Dtaylor@zenenergy.com.au

**Strictly Private & Confidential | © ZEN Energy 2021**

## Executive Summary

Wednesday, 5 May 2021

Dear Shilo Wyatt,

### Re: 19.24kWp Solar PV Proposal for Southern Mallee District Council (Lameroo Swimming Pool)

ZEN Energy is a renewable energy solutions provider established in 2004 with extensive experience in the design and delivery of residential, commercial and grid-scale PV and battery storage systems. Our Commercial & Industrial Solar division specialises in providing turnkey projects for a range of business and government customers. Our ambition is to help our customers embrace renewable energy while reducing their overall energy costs and furthering their general organisational objectives.

Our success is built on engineering excellence in the design, installation and commissioning of renewable energy systems. We work hard to exceed our client's expectations and value direct communication and transparency in every project we undertake. ZEN has invested in the quality of its systems and its staff to provide technical depth in engineering and a wealth of experience delivering energy projects. We maintain ISO 9001 certification together with ISO 14001 and OHSAS 18001 and are fully licensed and accredited with all relevant insurances to undertake major projects.

Your proposal contains the following detail to assist with your evaluation:

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- Warranty Details
- Next Steps; Acceptance, Order, and Installation Process
- Formal Quotation
- Grid Electricity Cost and Consumption profiles
- Technical Data Sheets

Highlights of our offer to you include:

- **Quality Components and Product Warranty**, ZEN has selected premium inverters and high quality Tier 1 solar panels for your site. The companies behind the selected inverters and panels both have a strong track record of after sales support.
- **Delivery Excellence**, Rigorous quality, environmental, health and safety processes, Experienced CEC accredited installers with 5 year workmanship warranty, Telephone-based customer support 24 hours a day, Streamlined delivery with robust supply chain, logistics, network approval, install and commissioning processes.
- **Optimised 'Site Specific' System Design**, care has been taken to maximise system efficiency through product selection, panel placement and inverter string configuration.
- **Competitive Pricing and Strong Financial Benefits:**
  - o 19.24kWp system cost of;
    - \$19,287.33 excl. GST (\$1.00/Wp net of STCs)
    - LCOE - effective cost per kWh of 3.2284c/kWh (over 25 years)

The logo for ZEN ENERGY, featuring the word 'ZEN' in a bold, sans-serif font with a yellow horizontal bar through the 'E', followed by 'ENERGY' in a similar font.



## Design Layout and Key Equipment Selections

ZEN proposes to supply, install, and commission a 19.24kWp DC solar system for Southern Mallee District Council (Lameroo Swimming Pool) at 6 Butler Terrace, Lameroo, SA, 5302.

The system will comprise of the following key equipment (refer appendices for technical data):

Total System Size	Key Equipment Selections	
	Solar Panels	Inverters
19.24kWp	52 x Trina Solar HoneyM 370W - DD08M.08(II)	1 x SMA STP 15000TL-30 15kW 1 x SMA Data Manager M
	Solar Metering	Solar Monitoring
	SMA Data Manager M WattWatchers Meter	SMA Sunny Portal WattWatchers Portal

An indicative layout of the solar panels is shown below. The connection point is NMI 20016266789.



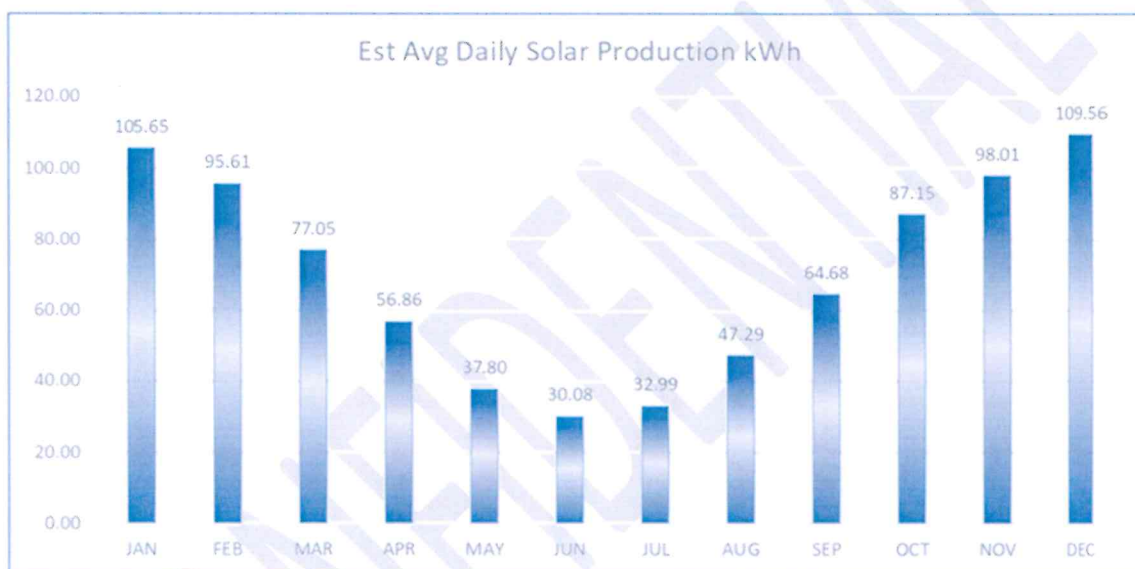


## System Production

The estimated average daily and annual solar energy production of the proposed system in the first year and also over 25 years is detailed below. The estimated production levels have been based on Helioscope simulation of the design and a decrease in system output of 0.55% per annum (in line with panel manufacturer estimates):

	System Size (kWp)	Estimated Average Daily Production (kWh)	Estimated Annual Production (kWh)
First Year	19.24	70.10	25,586
25 Years	19.24	65.47	23,897

The following graph details the estimated average daily solar production by month, for the first year:



## System Cost and Benefits

### System Cost

The total system price for the proposed system, inclusive of the immediate STC discount (where eligible) and all supply, installation, and commissioning works by ZEN, is detailed below. A formal quotation for the below is provided as Section 6 of this proposal.

kWp	Gross Price (excl. GST)	STC Discount (excl. GST)	Net Price (excl. GST)
19.24	\$29,224.83	\$9,937.50	\$19,287.33

The proposed system includes a point of sale discount related to the creation of 265 STCs at \$37.50 excl. GST.



## Limited Warranties

ZEN takes care of the service or replacement of any faulty components of your system within the relevant warranty periods. Should an issue arise, contact ZEN directly and we will arrange all necessary works with the manufacturers on your behalf. Details of the limited warranties on your system are below:

- ZEN installation - 5 year limited warranty on all wiring and installation works.
- Solar panel materials and workmanship - 15 years (warranty provided by TrinaSolar, see trinasolar.com for more)
- Solar panel performance - 25 years (warranty by TrinaSolar, see trinasolar.com for more details)
- Inverter - 10 years (refer sma-australia.com.au for details)

## Next Steps

### Quote Acceptance

If you are satisfied with the proposed system and the formal quotation in section 6, the following steps outline how to accept the quotation and begin the process toward installation of your ZEN Energy system:

1. Review your Terms and Conditions document and sign your Quotation document.
2. Send your signed Quotation document to ZEN Energy by email or post.
3. Arrange payment of your deposit as shown on the Quotation document.

Once your deposit has been received, ZEN will send you:

- a. your deposit receipt.
- b. a pro-forma invoice detailing the gross price of the system you have purchased.
- c. If applicable, purchase order indicating quantity and calculation of Small Scale Technology Certificates (STC).

Where STC's are applicable, ZEN will require an invoice for this purchase prior to final installation to enable the STC offset to occur, and apply against the final invoice to meet the Quoted price.

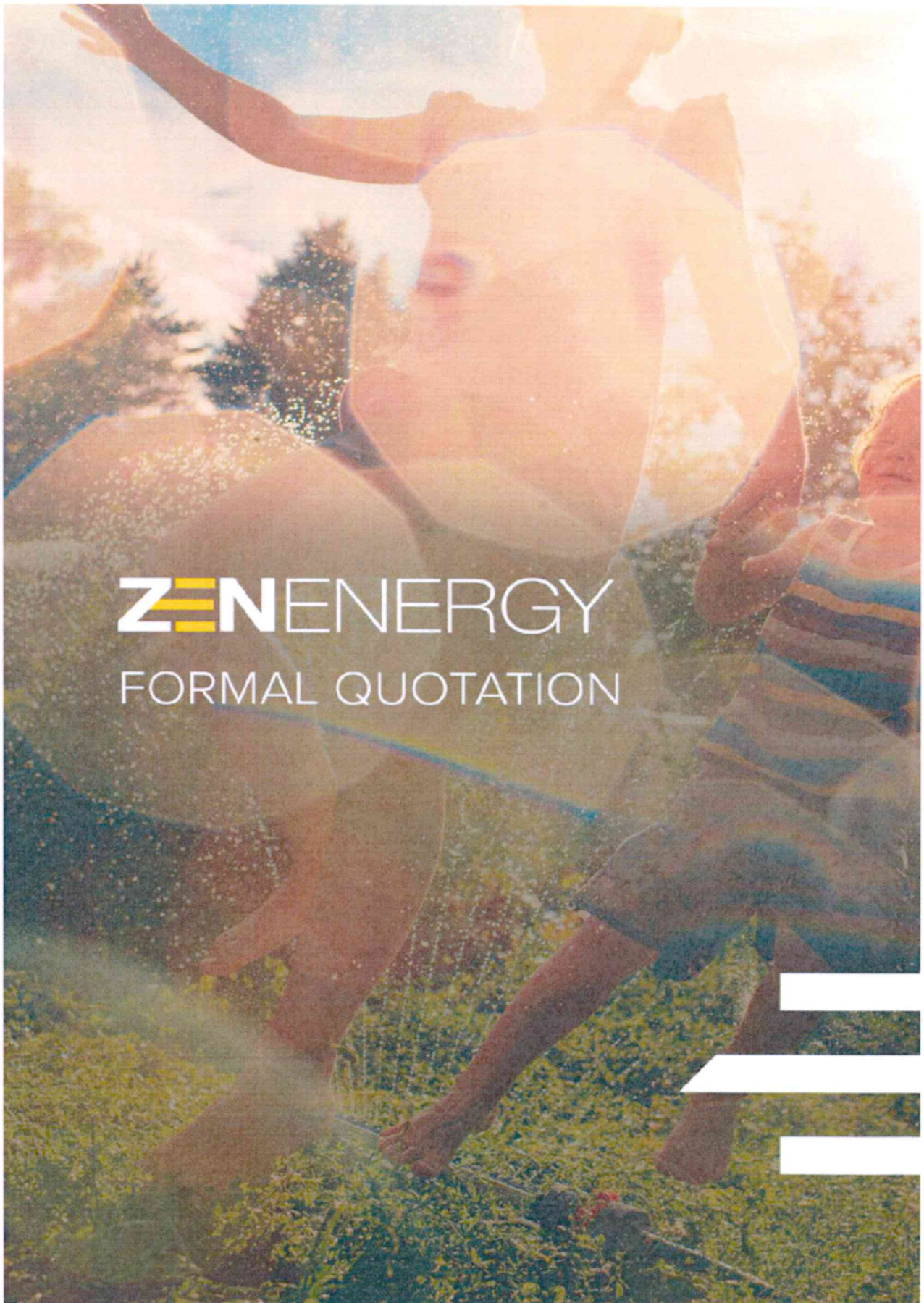
### Order and Installation Process

Following receipt of your signed Quotation document and deposit, ZEN will begin the relevant processes to have your system installed and operating at your site. The process will generally comprise:

- A technical site inspection to assess additional safety, risk, and operational impact considerations.
- A preapproval process for the solar system with SA Power Networks.
- Assistance in relevant Council approvals.
- Scheduling of your ZEN Installation date, following preapproval from the energy network distributor and relevant Council approvals.
- Your ZEN Installation on a date or dates agreed by both parties, by qualified electricians who are Clean Energy Council Certified.
- Following the ZEN Installation, a visit to the property by your energy retailer to conduct any necessary meter alterations to activate your system. Whilst ZEN will assist in arranging these alterations on your behalf, your energy retailer will bill you separately for this work.
- Your system will then go live.

The logo for ZEN ENERGY, featuring the word "ZEN" in a bold, sans-serif font with a yellow horizontal bar through the middle of the letters, followed by the word "ENERGY" in a lighter, all-caps sans-serif font.





Date: Wednesday, 5 May 2021  
 Attention: Shilo Wyatt  
 Company Name: Southern Mallee District Council (Lameroo Swimming Pool)  
 Company ABN: 26 208 717 728  
 Postal Address: 21 Day St, Pinnaroo SA 5304  
 Project: Southern Mallee District Council (Lameroo Swimming Pool)  
 Quote #: Q7623803  
 Valid until: Wednesday, 19 May 2021



PO Box 141  
 Oaklands Park SA 5046  
 Email: sales@zenenergy.com.au  
 Web: www.zenenergy.com.au  
 Phone: 1300 936 466

**Site Address and NMI**

Installation Address 6 Butler Terrace, Lameroo SA 5302 NMI 20016266789

*\*Quoted price is subject to a final on-site technical review by ZEN Energy technical staff\**

**Solar Production and Environmental Data**

System Size DC	19.24 kWp	Est. solar production in first year	70 kWh per day (average)
Est. carbon offset in first year	11,002 kgs CO <sub>2</sub>	Est. solar production in first year	25,586 kWh for full year
Est. carbon offset - 25 years	256,893 kgs CO <sub>2</sub>	Est. solar production - 25 years	597,426 kWh

**Project Inclusions**

**Solar Panels:**  
 52 x Trina Solar HoneyM 370W - DD08M.08(I1)

**Inverters:**  
 1 x SMA STP 15000TL-30 15K  
 1 x SMA Data Manager M

**Electrical BOP:**  
 DC/AC cable, Conduit, Isolators

**Installation & Commissioning:**  
 Complete supply, installation and system commissioning

**Structural Certification:**  
 Structural engineering inspection and certification included

**Racking:**  
 Clenergy Iron/Tin Kit

**Monitoring:**  
 SMA Sunny Portal  
 WattWatchers Portal

**Access & Safety Equipment:**  
 Temporary Specialised Access and Safety Equipment Included

**Solar Metering**  
 SMA Data Manager M  
 WattWatchers Meter

**Project Assumptions/Exclusions**

- assumes - no switchboard/connection point modifications required
- assumes - AC cable run from inverter/NPU to switchboard/connection point <30m
- assumes - standard tin colorbound roof sheet with exposed screw lines
- assumes - work completed in standard business hours (7.30am-5.30pm ACST Mon-Fri)
- assumes - no allowance for asbestos removal (suspected asbestos board)
- assumes - customer to provide internet connection for system monitoring

**Additional Notes**

**Project Cost**

	Gross System Total excl. GST	\$29,224.83
	Gross System Total incl. GST	\$32,147.32
less federal government incentive of 265 Small Scale Technology Certificates (STCs) at:	\$41.25 ind. GST	-\$10,931.25
	<b>Total Contract Price excl. GST</b>	<b>\$19,287.33</b>
	<b>Total Contract Price incl. GST</b>	<b>\$21,216.07</b>



Limited Warranties and Information

Solar panel performance	25 years (warranty by TrinaSolar, see trinasolar.com for more details)
Solar panel materials & workmanship	15 years (warranty provided by TrinaSolar, see trinasolar.com for more details)
Solar Inverter/s	10 years (refer sma-australia.com.au for details)
ZEN Limited Installation	5 years

Quote Acceptance | Terms & Conditions Acceptance | Payment Options

Your quoted Contract Price incl. GST: \$21216.07

How to secure the quotation and payment terms:

1. Sign and date this quotation in the location provided below.
2. Initial the box below to acknowledge that you have received and read our Terms & Conditions and that you agree to them.
3. Pay a minimum deposit of 20% of the total price to ZEN. For this invoice the minimum deposit amount is \$4243.21. Our EFT details are below.
4. Return your signed agreement to ZEN.

Your remaining payments are set out in the payment shedule below:

1. 20% deposit
2. 80% on completion of installation

Note: The payment milestone 'completion of installation' is when ZEN has completed the installation and the system is capable of producing electricity. Distribution Network Service Providers may prevent electricity from being generated until such time as they have completed an independant commissioning process - or until such time as an appropriate electricity meter capable of measuring solar has been installed. As the installation works are finished pending these final stages the 'completion of installation' payment invoice will be issued and due at this point.

Electronic Funds Transfer

Bank details for direct payment

BSB: 033-003

Account: 641592

Bank: Westpac

Account Name: ZEN Energy Retail Pty Ltd

[Empty box for signature/initials]

Initial this box to acknowledge that you have received and read our ZEN Energy Systems Terms & Conditions of Contract with your quotation. By signing this quotation in the location provided below, you acknowledge that you accept our commercial terms outlined in this quotation and the Terms & Conditions provided to you.

Name: \_\_\_\_\_

ZEN Consultant: \_\_\_\_\_

Sign: \_\_\_\_\_

Sign: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

Your Solar Panel Layout

Note: The exact panel positions at your property will be finalised by your installer on the day/s of installation. If the installer determines that some change to panel layout is required and it will effect system performance or any previous layout agreements, the installer will discuss the change/s and seek your agreement prior to completing the installation.

The logo for ZENENERGY APPENDICES is centered on a dark blue background. The word "ZENENERGY" is in a white, sans-serif font, with the "Z" and "E" in the first "ZEN" being yellow. Below it, the word "APPENDICES" is in a smaller, white, sans-serif font.

ZENENERGY  
APPENDICES





**Quotation for**  
Southern Mallee District Council  
21 Day St  
Pinnaroo SA 5304  
(Pinnaroo Council Chambers)

**Prepared for**  
Shilo Wyatt

**Provided 05 May 2021**  
Dan Taylor  
0416 376 131  
Dtaylor@zenenergy.com.au

**Strictly Private & Confidential | © ZEN Energy 2021**

## Executive Summary

Wednesday, 5 May 2021

Dear Shilo Wyatt,

**Re: 19.98kWp Solar PV Proposal for Southern Mallee District Council (Pinnaroo Council Chambers)**

ZEN Energy is a renewable energy solutions provider established in 2004 with extensive experience in the design and delivery of residential, commercial and grid-scale PV and battery storage systems. Our Commercial & Industrial Solar division specialises in providing turnkey projects for a range of business and government customers. Our ambition is to help our customers embrace renewable energy while reducing their overall energy costs and furthering their general organisational objectives.

Our success is built on engineering excellence in the design, installation and commissioning of renewable energy systems. We work hard to exceed our client's expectations and value direct communication and transparency in every project we undertake. ZEN has invested in the quality of its systems and its staff to provide technical depth in engineering and a wealth of experience delivering energy projects. We maintain ISO 9001 certification together with ISO 14001 and OHSAS 18001 and are fully licensed and accredited with all relevant insurances to undertake major projects.

Your proposal contains the following detail to assist with your evaluation:

- Design Layout and Key Equipment
- System Production Analysis
- System Cost and Benefits
- Warranty Details
- Next Steps; Acceptance, Order, and Installation Process
- Formal Quotation
- Grid Electricity Cost and Consumption profiles
- Technical Data Sheets

Highlights of our offer to you include:

- **Quality Components and Product Warranty**, ZEN has selected premium inverters and high quality Tier 1 solar panels for your site. The companies behind the selected inverters and panels both have a strong track record of after sales support.
- **Delivery Excellence**, Rigorous quality, environmental, health and safety processes, Experienced CEC accredited installers with 5 year workmanship warranty, Telephone-based customer support 24 hours a day, Streamlined delivery with robust supply chain, logistics, network approval, install and commissioning processes.
- **Optimised 'Site Specific' System Design**, care has been taken to maximise system efficiency through product selection, panel placement and inverter string configuration.
- **Competitive Pricing and Strong Financial Benefits:**
  - o 19.98kWp system cost of;
    - \$19,918.86 excl. GST (\$1.00/Wp net of STCs)
    - LCOE - effective cost per kWh of 3.2949c/kWh (over 25 years)

The logo for ZEN ENERGY, featuring the word "ZEN" in a bold, sans-serif font with a stylized yellow and black graphic element above the "E", followed by the word "ENERGY" in a similar bold, sans-serif font.



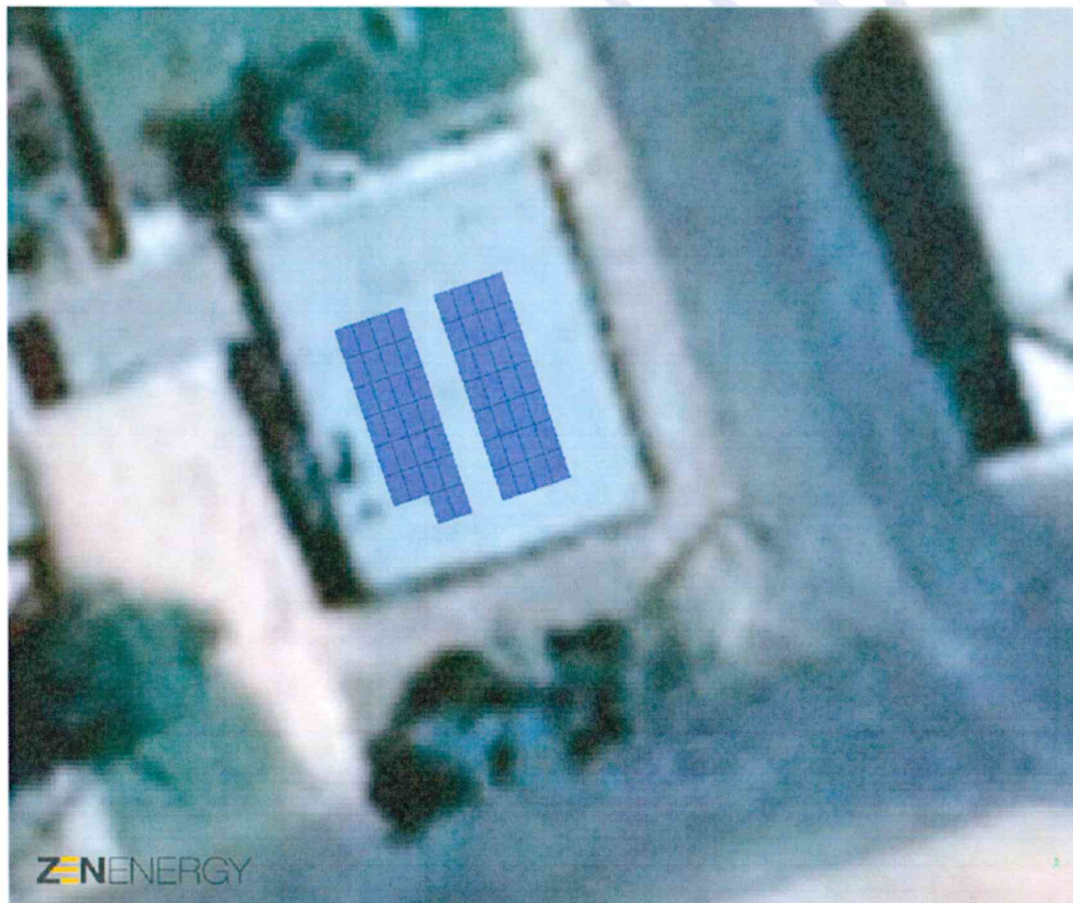
## Design Layout and Key Equipment Selections

ZEN proposes to supply, install, and commission a 19.98kWp DC solar system for Southern Mallee District Council (Pinnaroo Council Chambers) at Lot 18 Day Street, Pinnaroo, SA, 5304.

The system will comprise of the following key equipment (refer appendices for technical data):

Total System Size	Key Equipment Selections	
	Solar Panels	Inverters
19.98kWp	54 x Trina Solar HoneyM 370W - DD08M.08(II)	1 x SMA STP 15000TL-30 15kW 1 x SMA Data Manager M
	Solar Metering	Solar Monitoring
	SMA Energy Meter WattWatchers Meter	SMA Sunny Portal WattWatchers Portal

An indicative layout of the solar panels is shown below. The connection point is NMI 20016272408.

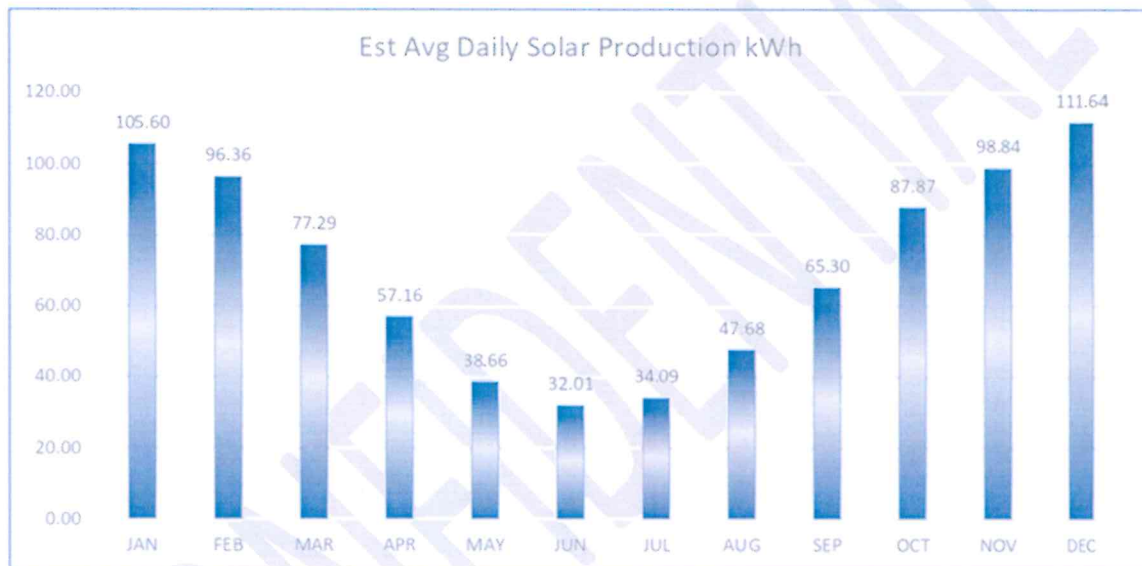


## System Production

The estimated average daily and annual solar energy production of the proposed system in the first year and also over 25 years is detailed below. The estimated production levels have been based on Helioscope simulation of the design and a decrease in system output of 0.55% per annum (in line with panel manufacturer estimates):

	System Size (kWp)	Estimated Average Daily Production (kWh)	Estimated Annual Production (kWh)
First Year	19.98	70.93	25,890
25 Years	19.98	66.25	24,181

The following graph details the estimated average daily solar production by month, for the first year:



## System Cost

### System Cost

The total system price for the proposed system, inclusive of the immediate STC discount (where eligible) and all supply, installation, and commissioning works by ZEN, is detailed below. A formal quotation for the below is provided as Section 6 of this proposal.

kWp	Gross Price (excl. GST)	STC Discount (excl. GST)	Net Price (excl. GST)
19.98	\$30,268.86	\$10,350.00	\$19,918.86

The proposed system includes a point of sale discount related to the creation of 276 STCs at \$37.50 excl. GST.





## Limited Warranties

ZEN takes care of the service or replacement of any faulty components of your system within the relevant warranty periods. Should an issue arise, contact ZEN directly and we will arrange all necessary works with the manufacturers on your behalf. Details of the limited warranties on your system are below:

- ZEN installation - 5 year limited warranty on all wiring and installation works.
- Solar panel materials and workmanship - 15 years (warranty provided by TrinaSolar, see trinasolar.com for more)
- Solar panel performance - 25 years (warranty by TrinaSolar, see trinasolar.com for more details)
- Inverter - 10 years (refer sma-australia.com.au for details)

## Next Steps

### Quote Acceptance

If you are satisfied with the proposed system and the formal quotation in section 6, the following steps outline how to accept the quotation and begin the process toward installation of your ZEN Energy system:

1. Review your Terms and Conditions document and sign your Quotation document.
2. Send your signed Quotation document to ZEN Energy by email or post.
3. Arrange payment of your deposit as shown on the Quotation document.

Once your deposit has been received, ZEN will send you:

- a. your deposit receipt.
- b. a pro-forma invoice detailing the gross price of the system you have purchased.
- c. If applicable, purchase order indicating quantity and calculation of Small Scale Technology Certificates (STC).

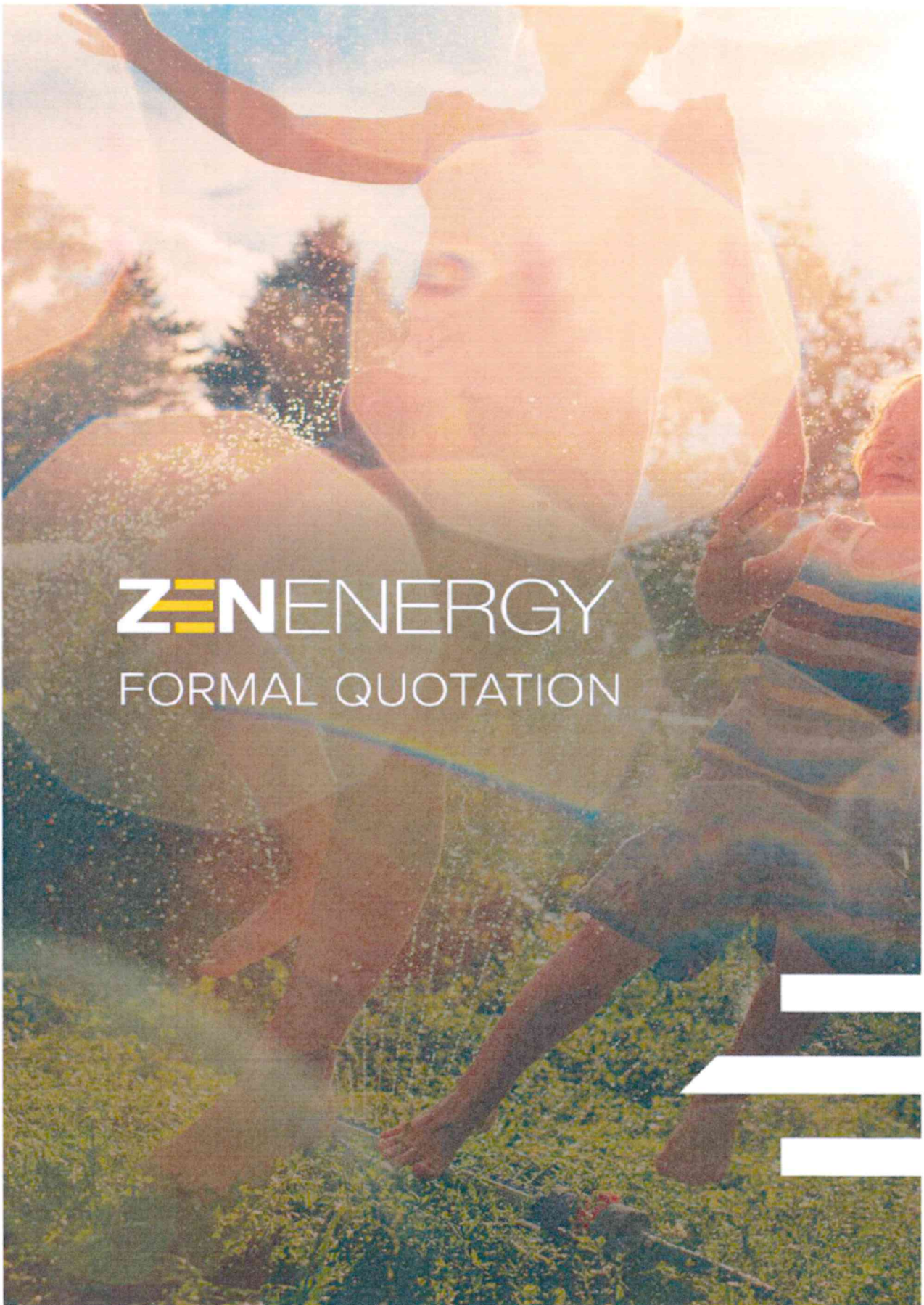
Where STC's are applicable, ZEN will require an invoice for this purchase prior to final installation to enable the STC offset to occur, and apply against the final invoice to meet the Quoted price.

### Order and Installation Process

Following receipt of your signed Quotation document and deposit, ZEN will begin the relevant processes to have your system installed and operating at your site. The process will generally comprise:

- A technical site inspection to assess additional safety, risk, and operational impact considerations.
- A preapproval process for the solar system with SA Power Networks.
- Assistance in relevant Council approvals.
- Scheduling of your ZEN Installation date, following preapproval from the energy network distributor and relevant Council approvals.
- Your ZEN Installation on a date or dates agreed by both parties, by qualified electricians who are Clean Energy Council Certified.
- Following the ZEN Installation, a visit to the property by your energy retailer to conduct any necessary meter alterations to activate your system. Whilst ZEN will assist in arranging these alterations on your behalf, your energy retailer will bill you separately for this work.
- Your system will then go live.

The logo for ZEN ENERGY, featuring the word 'ZEN' in a bold, sans-serif font with a yellow horizontal bar through the 'E', followed by 'ENERGY' in a smaller, all-caps, sans-serif font.





Date: Wednesday, 5 May 2021  
 Attention: Shilo Wyatt  
 Company Name: Southern Mallee District Council (Pinnaroo Council Chambers)  
 Company ABN: 26 208 717 728  
 Postal Address: 21 Day St, Pinnaroo SA 5304  
 Project: Southern Mallee District Council (Pinnaroo Council Chambers)  
 Quote #: Q7963899  
 Valid until: Wednesday, 19 May 2021



PO Box 141  
 Oaklands Park SA 5046  
 Email: sales@zenenergy.com.au  
 Web: www.zenenergy.com.au  
 Phone: 1300 936 466

**Site Address and NMI**

Installation Address Lot 18 Day Street, Pinnaroo SA 5304 NMI 20016272408

*\*Quoted price is subject to a final on-site technical review by ZEN Energy technical staff\**

**Solar Production and Environmental Data**

System Size DC	19.98 kWp	Est. solar production in first year	71 kWh per day (average)
Est. carbon offset in first year	11,133 kgs CO <sub>2</sub>	Est. solar production in first year	25,890 kWh for full year
Est. carbon offset - 25 years	259,949 kgs CO <sub>2</sub>	Est. solar production - 25 years	604,532 kWh

**Project Inclusions**

**Solar Panels:**  
 54 x Trina Solar HoneyM 370W - DD08M.08(II)

**Inverters:**  
 1 x SMA STP 15000TL-30 15k  
 1 x SMA Data Manager M

**Electrical BOP:**  
 DC/AC cable, Conduit, Isolators

**Installation & Commissioning:**  
 Complete supply, installation and system commissioning

**Structural Certification:**  
 Included on provision of building plans by Customer

**Racking:**  
 Clenergy Iron/Tin Kit

**Monitoring:**  
 SMA Sunny Portal  
 WattWatchers Portal

**Access & Safety Equipment:**  
 Temporary Specialised Access and Safety Equipment Included

**Solar Metering**  
 SMA Energy Meter  
 WattWatchers Meter

**Project Assumptions/Exclusions**

assumes - no switchboard/connection point modifications required  
 assumes - AC cable run from inverter/NPU to switchboard/connection point <30m  
 assumes - standard tin colorbound roof sheet with exposed screw lines  
 assumes - work completed in standard business hours (7.30am-5.30pm ACST Mon-Fri)  
 assumes - customer to provide internet connection for system monitoring

**Additional Notes**

**Project Cost**

Gross System Total excl. GST	\$30,268.86
Gross System Total incl. GST	\$33,295.75
less federal government incentive of 276 Small Scale Technology Certificates (STCs) at: \$41.25 incl. GST	-\$11,385.00
<b>Total Contract Price excl. GST</b>	<b>\$19,918.86</b>
<b>Total Contract Price incl. GST</b>	<b>\$21,910.75</b>

**Limited Warranties and Information**

Solar panel performance	25 years (warranty by TrinaSolar, see trinasolar.com for more details)
Solar panel materials & workmanship	15 years (warranty provided by TrinaSolar, see trinasolar.com for more details)
Solar inverter/s	10 years (refer sma-australia.com.au for details)
ZEN Limited Installation	5 years

**Quote Acceptance | Terms & Conditions Acceptance | Payment Options**

Your quoted Contract Price incl. GST: \$21910.75

How to secure the quotation and payment terms:

1. Sign and date this quotation in the location provided below.
2. Initial the box below to acknowledge that you have received and read our Terms & Conditions and that you agree to them.
3. Pay a minimum deposit of 20% of the total price to ZEN. For this invoice the minimum deposit amount is \$4382.15. Our EFT details are below.
4. Return your signed agreement to ZEN.

Your remaining payments are set out in the payment shedule below:

1. 20% deposit
2. 80% on completion of installation

Note: The payment milestone 'completion of installation' is when ZEN has completed the installation and the system is capable of producing electricity. Distribution Network Service Providers may prevent electricity from being generated until such time as they have completed an independant commissioning process - or until such time as an appropriate electricity meter capable of measuring solar has been installed. As the installation works are finished pending these final stages the 'completion of installation' payment invoice will be issued and due at this point.

**Electronic Funds Transfer**

Bank details for direct payment

BSB: 033-003

Account: 641592

Bank: Westpac

Account Name: ZEN Energy Retail Pty Ltd

Initial this box to acknowledge that you have received and read our ZEN Energy Systems Terms & Conditions of Contract with your quotation. By signing this quotation in the location provided below, you acknowledge that you accept our commercial terms outlined in this quotation and the Terms & Conditions provided to you.

Name: \_\_\_\_\_

ZEN Consultant: \_\_\_\_\_

Sign: \_\_\_\_\_

Sign: \_\_\_\_\_

Date: \_\_\_\_\_

Date: \_\_\_\_\_

**Your Solar Panel Layout**

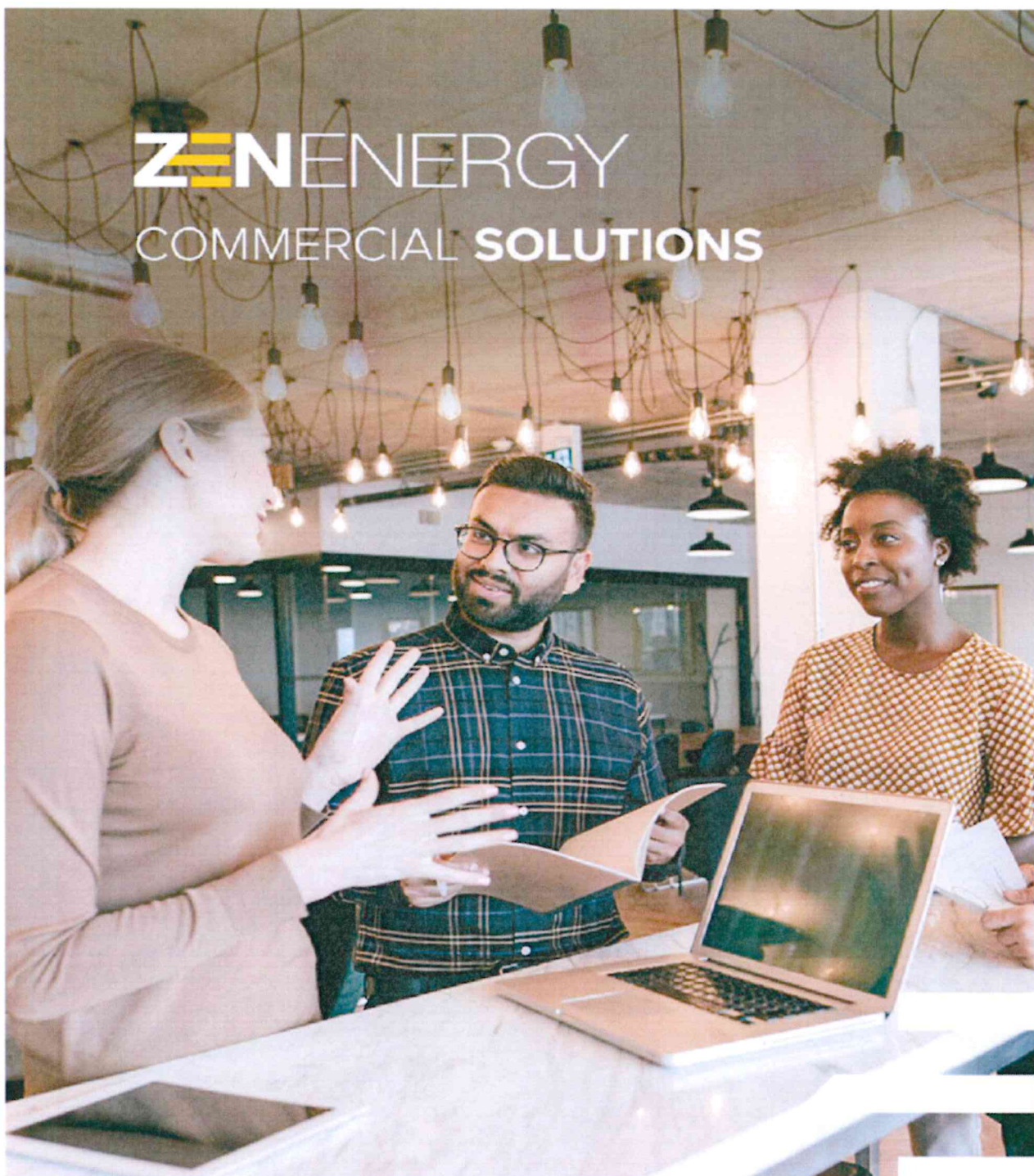
Note: The exact panel positions at your property will be finalised by your installer on the day/s of installation. If the installer determines that some change to panel layout is required and it will effect system performance or any previous layout agreements, the installer will discuss the change/s and seek your agreement prior to completing the installation.



The image shows a dark blue, textured cover page for 'ZENENERGY APPENDICES'. The text 'ZENENERGY' is prominently displayed in the center, with the 'Z' and 'E' in white and the 'N' in yellow. Below it, the word 'APPENDICES' is written in white. In the bottom right corner, there are three white horizontal bars of varying lengths, stacked vertically, resembling a stylized logo or graphic element.

**ZENENERGY**  
APPENDICES





**Quotation for**  
Southern Mallee District Council  
21 Day St  
Pinnaroo SA 5304  
Pinnaroo Swimming Pool

**Prepared for**  
Shilo Wyatt

**Provided 05 May 2021**  
Dan Taylor  
0416 376 131  
Dtaylor@zenenergy.com.au

**Strictly Private & Confidential | © ZEN Energy 2021**



## Executive Summary

Wednesday, 5 May 2021

Dear Shilo Wyatt,

### Re: 31.08kWp Solar PV Proposal for Southern Mallee District Council (Pinnaroo Swimming Pool)

ZEN Energy is a renewable energy solutions provider established in 2004 with extensive experience in the design and delivery of residential, commercial and grid-scale PV and battery storage systems. Our Commercial & Industrial Solar division specialises in providing turnkey projects for a range of business and government customers. Our ambition is to help our customers embrace renewable energy while reducing their overall energy costs and furthering their general organisational objectives.

Our success is built on engineering excellence in the design, installation and commissioning of renewable energy systems. We work hard to exceed our client's expectations and value direct communication and transparency in every project we undertake. ZEN has invested in the quality of its systems and its staff to provide technical depth in engineering and a wealth of experience delivering energy projects. We maintain ISO 9001 certification together with ISO 14001 and OHSAS 18001 and are fully licensed and accredited with all relevant insurances to undertake major projects.

Your proposal contains the following detail to assist with your evaluation:

- Design Layout and Key Equipment
- System Production Analysis
- System Cost and Benefits
- Warranty Details
- Next Steps; Acceptance, Order, and Installation Process
- Formal Quotation
- Grid Electricity Cost and Consumption profiles
- Technical Data Sheets

Highlights of our offer to you include:

- **Quality Components and Product Warranty**, ZEN has selected premium inverters and high quality Tier 1 solar panels for your site. The companies behind the selected inverters and panels both have a strong track record of after sales support.
- **Delivery Excellence**, Rigorous quality, environmental, health and safety processes, Experienced CEC accredited installers with 5 year workmanship warranty, Telephone-based customer support 24 hours a day, Streamlined delivery with robust supply chain, logistics, network approval, install and commissioning processes.
- **Optimised 'Site Specific' System Design**, care has been taken to maximise system efficiency through product selection, panel placement and inverter string configuration.
- **Competitive Pricing and Strong Financial Benefits:**
  - o 31.08kWp system cost of;
    - \$25,006.88 excl. GST (\$0.80/Wp net of STCs)
    - LCOE - effective cost per kWh of 2.5925c/kWh (over 25 years)

The logo for ZEN ENERGY, featuring the word "ZEN" in a bold, sans-serif font with a yellow horizontal bar through the letter "E", followed by the word "ENERGY" in a smaller, all-caps, sans-serif font.

## Design Layout and Key Equipment Selections

ZEN proposes to supply, install, and commission a 31.08kWp DC solar system for Southern Mallee District Council (Pinnaroo Swimming Pool) at Day Street, Pinnaroo, SA, 5304.

The system will comprise of the following key equipment (refer appendices for technical data):

Total System Size	Key Equipment Selections	
	Solar Panels	Inverters
31.08kWp	84 x Trina Solar HoneyM 370W - DD08M.08(II)	1 x SMA STP 25000TL-30 25kW 1 x SMA Data Manager M
	Solar Metering	Solar Monitoring
	SMA Energy Meter WattWatchers Meter	SMA Sunny Portal WattWatchers Portal

An indicative layout of the solar panels is shown below. The connection point is NMI 20016272507.



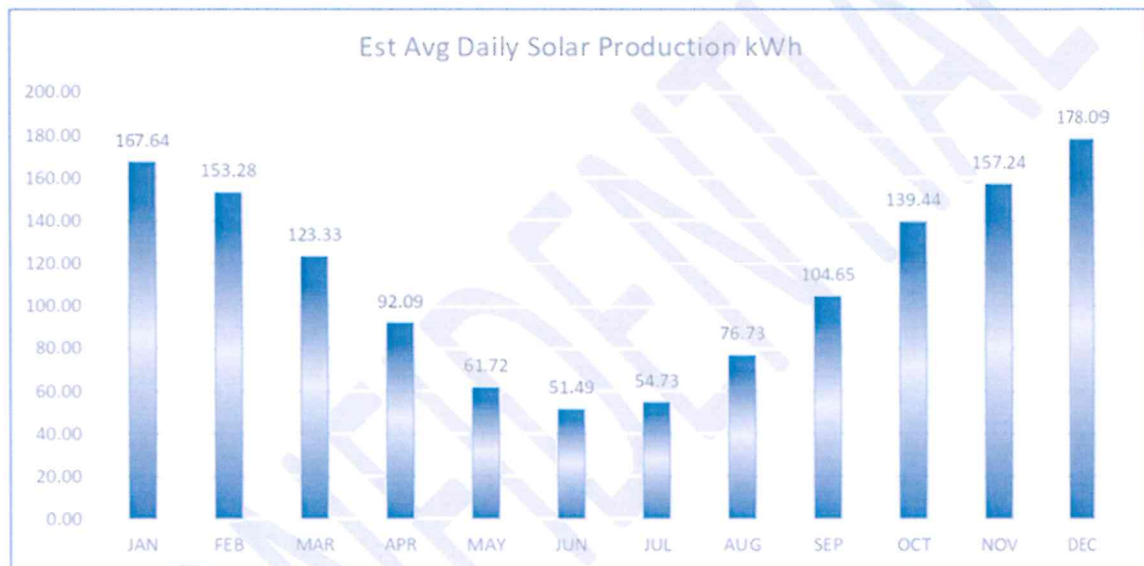


## System Production

The estimated average daily and annual solar energy production of the proposed system in the first year and also over 25 years is detailed below. The estimated production levels have been based on Helioscope simulation of the design and a decrease in system output of 0.55% per annum (in line with panel manufacturer estimates):

	System Size (kWp)	Estimated Average Daily Production (kWh)	Estimated Annual Production (kWh)
First Year	31.08	113.18	41,310
25 Years	31.08	105.71	38,584

The following graph details the estimated average daily solar production by month, for the first year:



## System Cost and Benefits

### System Cost

The total system price for the proposed system, inclusive of the immediate STC discount (where eligible) and all supply, installation, and commissioning works by ZEN, is detailed below. A formal quotation for the below is provided as Section 6 of this proposal.

kWp	Gross Price (excl. GST)	STC Discount (excl. GST)	Net Price (excl. GST)
31.08	\$41,094.38	\$16,087.50	\$25,006.88

The proposed system includes a point of sale discount related to the creation of 429 STCs at \$37.50 excl. GST.



## Limited Warranties

ZEN takes care of the service or replacement of any faulty components of your system within the relevant warranty periods. Should an issue arise, contact ZEN directly and we will arrange all necessary works with the manufacturers on your behalf. Details of the limited warranties on your system are below:

- ZEN installation - 5 year limited warranty on all wiring and installation works.
- Solar panel materials and workmanship - 15 years (warranty provided by TrinaSolar, see trinasolar.com for more)
- Solar panel performance - 25 years (warranty by TrinaSolar, see trinasolar.com for more details)
- Inverter - 10 years (refer sma-australia.com.au for details)

## Next Steps

### Quote Acceptance

If you are satisfied with the proposed system and the formal quotation in section 6, the following steps outline how to accept the quotation and begin the process toward installation of your ZEN Energy system:

1. Review your Terms and Conditions document and sign your Quotation document.
2. Send your signed Quotation document to ZEN Energy by email or post.
3. Arrange payment of your deposit as shown on the Quotation document.

Once your deposit has been received, ZEN will send you:

- a. your deposit receipt.
- b. a pro-forma invoice detailing the gross price of the system you have purchased.
- c. If applicable, purchase order indicating quantity and calculation of Small Scale Technology Certificates (STC).

Where STC's are applicable, ZEN will require an invoice for this purchase prior to final installation to enable the STC offset to occur, and apply against the final invoice to meet the Quoted price.

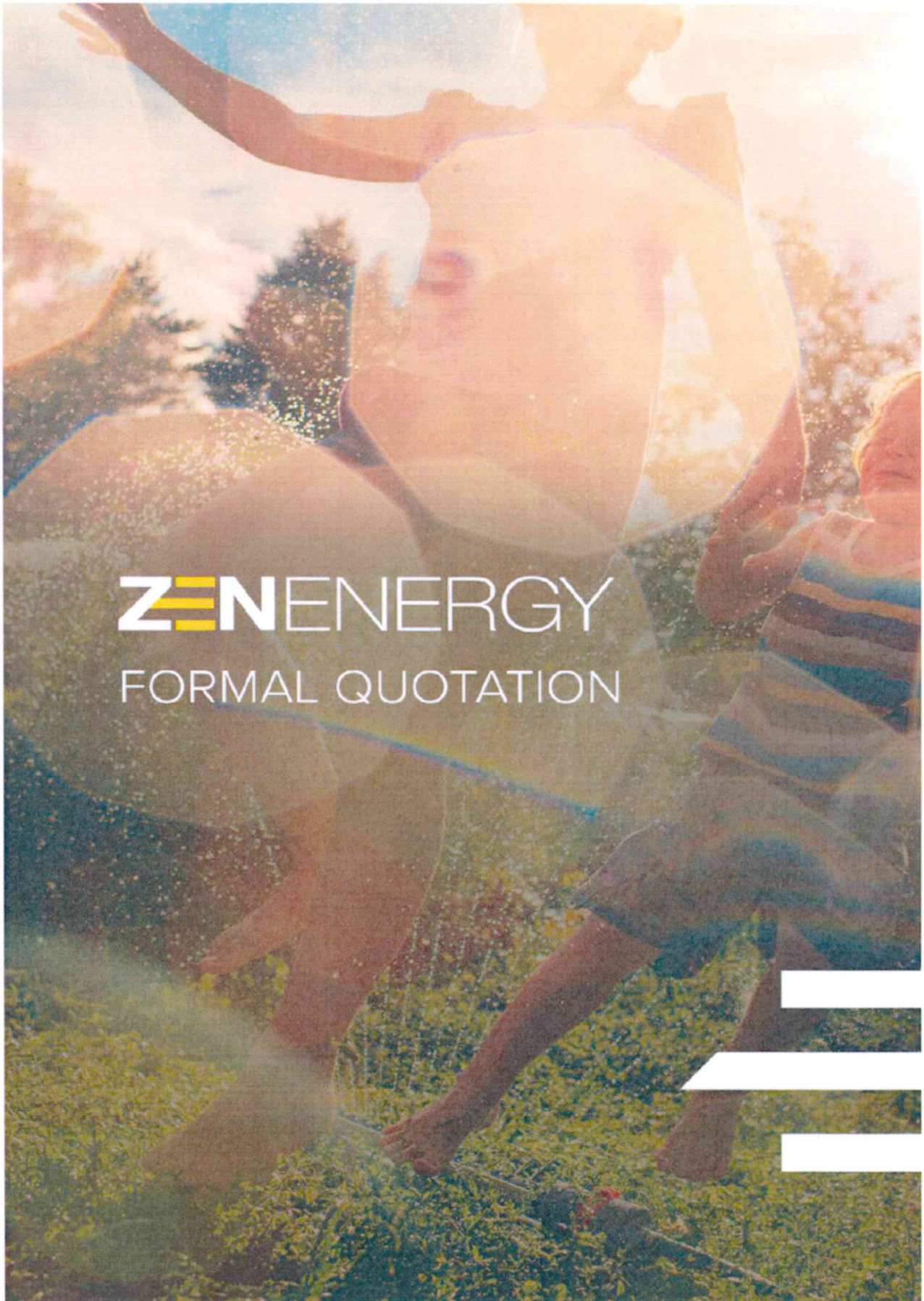
## Order and Installation Process

Following receipt of your signed Quotation document and deposit, ZEN will begin the relevant processes to have your system installed and operating at your site. The process will generally comprise:

- A technical site inspection to assess additional safety, risk, and operational impact considerations.
- A preapproval process for the solar system with SA Power Networks.
- Assistance in relevant Council approvals.
- Scheduling of your ZEN Installation date, following preapproval from the energy network distributor and relevant Council approvals.
- Your ZEN Installation on a date or dates agreed by both parties, by qualified electricians who are Clean Energy Council Certified.
- Following the ZEN Installation, a visit to the property by your energy retailer to conduct any necessary meter alterations to activate your system. Whilst ZEN will assist in arranging these alterations on your behalf, your energy retailer will bill you separately for this work.
- Your system will then go live.







Date: Wednesday, 5 May 2021  
 Attention: Shilo Wyatt  
 Company Name: Southern Mallee District Council (Pinnaroo Swimming Pool)  
 Company ABN: 26 208 717 728  
 Postal Address: 21 Day St, Pinnaroo SA 5304  
 Project: Southern Mallee District Council (Pinnaroo Swimming Pool)  
 Quote #: Q3276492  
 Valid until: Wednesday, 19 May 2021



PO Box 141  
 Oaklands Park SA 5046  
 Email: sales@zenenergy.com.au  
 Web: www.zenenergy.com.au  
 Phone: 1300 936 466

**Site Address and NMI**

Installation Address Day Street, Pinnaroo SA 5304 NMI 20016272507

*\*Quoted price is subject to a final on-site technical review by ZEN Energy technical staff.\**

**Solar Production and Environmental Data**

System Size DC	31.08 kWp	Est. solar production in first year	113 kWh per day (average)
Est. carbon offset in first year	17,763 kgs CO <sub>2</sub>	Est. solar production in first year	41,310 kWh for full year
Est. carbon offset - 25 years	414,773 kgs CO <sub>2</sub>	Est. solar production - 25 years	964,589 kWh

**Project Inclusions**

**Solar Panels:**

84 x Trina Solar HoneyM 370W - DD08M.08(i)

**Inverters:**

1 x SMA STP 25000TL-30 25k

1 x SMA Data Manager M

**Electrical BOP:**

DC/AC cable, Conduit, Isolators

**Installation & Commissioning:**

Complete supply, installation and system commissioning

**Structural Certification:**

Included on provision of building plans by Customer

**Racking:**

Clenergy Iron/Tin Kit

**Monitoring:**

SMA Sunny Portal

WattWatchers Portal

**Solar Metering**

SMA Energy Meter

WattWatchers Meter

**Access & Safety Equipment:**

Temporary Specialised Access and Safety Equipment Included

**Project Assumptions/Exclusions**

- assumes - no switchboard/connection point modifications required
- assumes - AC cable run from inverter/NPU to switchboard/connection point <30m
- assumes - standard tin colorbound roof sheet with exposed screw lines
- assumes - work completed in standard business hours (7.30am-5.30pm ACST Mon-Fri)
- assumes - solar hot water removal by others (roof structure above pool in spec not suitable for installation)
- assumes - customer to provide internet connection for system monitoring

**Additional Notes**

**Project Cost**

Gross System Total excl. GST	\$41,094.38
Gross System Total incl. GST	\$45,203.81
less federal government incentive of 429 Small Scale Technology Certificates (STCs) at:	\$41.25 incl. GST -\$17,696.25
<b>Total Contract Price excl. GST</b>	<b>\$25,006.88</b>
<b>Total Contract Price incl. GST</b>	<b>\$27,507.56</b>



**Limited Warranties and Information**

Solar panel performance	25 years (warranty by TrinaSolar, see trinasolar.com for more details)
Solar panel materials & workmanship	15 years (warranty provided by TrinaSolar, see trinasolar.com for more details)
Solar inverter/s	10 years (refer sma-australia.com.au for details)
ZEN Limited Installation	5 years

**Quote Acceptance | Terms & Conditions Acceptance | Payment Options**

Your quoted Contract Price incl. GST: \$27507.56

How to secure the quotation and payment terms:

1. Sign and date this quotation in the location provided below.
2. Initial the box below to acknowledge that you have received and read our Terms & Conditions and that you agree to them.
3. Pay a minimum deposit of 20% of the total price to ZEN. For this invoice the minimum deposit amount is \$5501.51. Our EFT details are below.
4. Return your signed agreement to ZEN.

Your remaining payments are set out in the payment shedule below:

1. 20% deposit
2. 80% on completion of installation

Note: The payment milestone 'completion of installation' is when ZEN has completed the installation and the system is capable of producing electricity. Distribution Network Service Providers may prevent electricity from being generated until such time as they have completed an independant commissioning process - or until such time as an appropriate electricity meter capable of measuring solar has been installed. As the installation works are finished pending these final stages the 'completion of installation' payment invoice will be issued and due at this point.

**Electronic Funds Transfer**

Bank details for direct payment  
 BSB: 033-003  
 Account: 641592  
 Bank: Westpac  
 Account Name: ZEN Energy Retail Pty Ltd

Initial this box to acknowledge that you have received and read our ZEN Energy Systems Terms & Conditions of Contract with your quotation. By signing this quotation in the location provided below, you acknowledge that you accept our commercial terms outlined in this quotation and the Terms & Conditions provided to you.

Name: \_\_\_\_\_

ZEN Consultant: \_\_\_\_\_

Sign: \_\_\_\_\_

Sign: \_\_\_\_\_

Date: \_\_\_\_\_

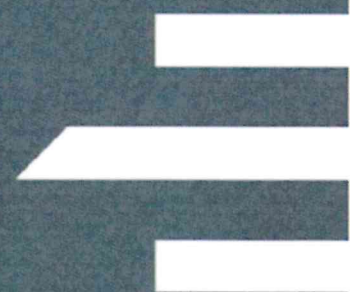
Date: \_\_\_\_\_

**Your Solar Panel Layout**

Note: The exact panel positions at your property will be finalised by your installer on the day/s of installation. If the installer determines that some change to panel layout is required and it will effect system performance or any previous layout agreements, the installer will discuss the change/s and seek your agreement prior to completing the installation.

The logo for ZENENERGY APPENDICES is centered on a dark blue background. The word "ZENENERGY" is in a white, sans-serif font, with the "Z" and "E" in the "ZEN" part highlighted in yellow. Below it, the word "APPENDICES" is in a smaller, white, sans-serif font.

ZENENERGY  
APPENDICES





**18 CONFIDENTIAL ITEMS****18.2 SOLAR PROGRAM TENDER - AWARD OF CONTRACT****RECOMMENDATION**

That having considered agenda Item 18.2 in confidence under section 90 (2) and (3) (k) of the Local Government Act 1999, the Council pursuant to section 91 (7) of the Act orders that the documents considered by the Council, including the officer's report and all minutes be retained in confidence. This order is to be reviewed at or before the ordinary Council meeting to be held in January 2022, as to if this order is to continue in operation.

**MOVED COUNCILLOR MICK SPARNON**

**SECONDED COUNCILLOR ANDREW GRIEGER**

That having considered agenda Item 18.2 in confidence under section 90 (2) and (3) (k) of the Local Government Act 1999, the Council pursuant to section 91 (7) of the Act orders that the documents considered by the Council, including the officer's report and all minutes be retained in confidence. This order is to be reviewed at or before the ordinary Council meeting to be held in January 2022, as to if this order is to continue in operation.

**CARRIED.**