

# The Value of NABERS Accreditation

Enhancing Our Competitive Edge in Building Sustainability



Official Certification



Building Performance



Sustainability Focus

# Benefits of NABERS Accreditation

How can LPA Technology benefit from having a NABERS-accredited employee?



## Competitive Differentiation

Positions LPA Technology as a trusted expert in building sustainability and energy performance, setting us apart from competitors who offer only hardware solutions.



## Enhanced Credibility

NABERS accreditation strengthens our reputation in the market as a serious player in building sustainability, not just an EMS vendor.



## New Business Opportunities

Opens doors to new revenue streams and business partnerships with architects, developers, and sustainability consultants who need accredited assessors.

# Services We Can Provide

What services can an in-house NABERS-accredited assessor deliver?



## NABERS Energy Star Ratings Assessments

Conduct official NABERS Energy assessments for commercial buildings and residential apartment complexes

*Core assessment service that validates building performance*



## Pre-assessment Consultation

Advise clients on how to improve their building performance before formal assessment

*Direct pathway to LPA's monitoring solutions*



## Post-Assessment Recommendations

Offer tailored energy-saving strategies including EMS optimization, metering upgrades, and automation improvements

*Directly aligns with LPA's core product offerings*

# New Market Opportunities

Which markets can open up with NABERS accreditation?



## Commercial Building Sector

Access to property managers and owners seeking to improve energy efficiency ratings for compliance and competitive advantage in the commercial real estate market.



## Residential Apartment Complexes

Expand into the growing residential sector where energy efficiency ratings are becoming increasingly important for property value and tenant attraction.



## Integrated Solutions Partnerships

Partner with architects, developers, and consultants who require accredited assessors for their projects, creating a network of referral opportunities.



## Government Grant Programs

Access to government-funded projects and grants specifically requiring NABERS accredited assessors for energy efficiency and sustainability initiatives.

NABERS accreditation positions LPA Technology at the intersection of performance measurement and optimization

# Revenue Opportunities

What are the financial benefits of NABERS accreditation?



### Direct Revenue from NABERS Assessments

Generate income through official NABERS assessments for different building types and sizes.

🏢 Commercial buildings   🏠 Apartment complexes



### Consulting Revenue

Offer pre- and post-assessment consulting services on hourly or daily rates.

🕒 Hourly: AU\$175   📅 Daily: AU\$1,400



### Cross-selling LPA Products & Services

Leverage assessment findings to recommend LPA's EMS solutions, metering upgrades, and automation improvements.

📈 Increased sales of core LPA offerings



### Retainer-Based Advisory Agreements

Establish long-term relationships with property portfolios through ongoing sustainability advisory services.

🔄 Recurring revenue streams

## NABERS Assessment Fee Structure Examples

Apartment Building  
Energy Rating

**AU\$2,620 - \$8,160**

Office (>2000m<sup>2</sup>)  
Energy Rating

**AU\$3,460 - \$8,460**

Energy Consulting  
Level 2 Audit

**AU\$5,000 - \$15,000**

Improving from 3-star to 5-star NABERS rating can save clients approximately AU\$90,000 per annum in energy costs




# Pros and Cons

## Evaluating the value of NABERS accreditation

### Advantages

-  **Credibility & Competitive Edge** - Positions LPA as a serious player in building sustainability
-  **New Business Line** - Assessment services become a standalone revenue stream
-  **Lead Generation** - Assessments act as gateway to deeper client relationships
-  **Alignment with ESG Trends** - Helps align with global sustainability reporting trends
-  **Enhanced Client Value** - Provides insights, strategy, and outcomes beyond hardware

### Challenges

-  **Resource Allocation** - May be viewed as "another project" alongside existing resource-intensive initiatives
-  **Marketing Requirements** - Requires dedicated promotion to gain internal and external traction
-  **Slow Start** - Building awareness and pipeline takes time; immediate ROI may not match hardware sales

### Strategic Recommendation

NABERS accreditation should be viewed as a strategic differentiator that complements existing LPA offerings. It positions us at the intersection of performance measurement and optimization, allowing LPA to evolve from vendor to trusted advisor in building sustainability.