

SOLAR PV Energy Packages



BlueSky Ventures Ltd.

BLUESKY VENTURES LTD, (BVL) has partnered with industry specialist **TERRA FIRMA (SA)** (www.terrafirma-solutions.com/about/) and a high-level European Equity funder to provide **fully financed energy solutions** using traditional Solar PV and battery storage at **highly competitive PPA** rates.

OUTSOURCED UTILITIES -Together with our partners, BVL owns and operates utility assets - providing clients with dependable, cost-effective and sustainable utilities. No up-front capital required.

Plus: Our clients can take full ownership of energy assets at any time during contract - at a pre-determined, competitive and transparent price.

Company Profile





Provides Lower Energy cost than utility peak rates or diesel generator rates



Improved reliability of power deliverability (with full battery backup)



Free up capital - remove utility assets off balance sheet



Allows the security of utility energy backup - via grid tie in



Power: up to 50% less than grid rates
Refrigeration & Steam: 10% less than existing costs



Zero installation & commissioning costs to client



There is a minimum usage charge & period that covers the cost & profit



Ideal for Industrial, Commercial, Hospitality and Large Space Retail Owners

SOLAR PV Energy Packages – Zero Installation Cost

Turnkey Energy Efficiency Engineering Solutions

Solar PV Solutions

Terra Firma Academy
Accredited Professional
Training

Energy & Water Monitoring
and Management
Software

Innovative Financial Solutions

Innovative Financial Solutions

Energy & Water Monitoring
and Management
Software

Solutions

Our solutions focus on energy efficiency, solar PV solutions, electrical engineering design, carbon measurement / management and sustainable delivery. Other complimentary business units include real time energy monitoring and management software, world class energy efficiency products, our own Training Academy and accessing tailored financial solutions.

Our Mission and Vision

Our customers are the cornerstone of our business and client satisfaction our primary mission. We are driven by the positive impact we have on our customers through demonstrating sustainable savings and efficiencies. We are passionate about achieving results and aspire to be the foremost engineering solutions providers in the industry.

Our Team

Our innovative and dynamic team of experts are driven by a desire to over deliver in every engagement. With a wealth of experience across multiple disciplines our team takes responsibility and remains focused on creating value for our clients. While the team comprises very strong individuals, the true value is unlocked through the joint venture's collective efforts.

Solutions at a Glance

Energy Efficiency Assessment, Design and Implementation - We create and implement results driven energy efficient strategies for our clients saving them money & driving greater profitability.

Electrical Services - Understanding technology is one thing but understanding energy efficiency in electrical design is critical. It means we can design and advise our clients to ensure they benefit in the short, medium & long term.

Carbon Measurement & Management - Increased profitability and reduced risk through the accurate measurement and management of your company and production driven carbon footprints. Let us create an emissions reduction strategy for you that optimizes your carbon assets and efficiency goals.

Sustainable Strategy Development - Let us create a long-term integrated sustainability strategy and policy for your company with a 5-, 10- or 20-year action plan. This process can take up to 12 months and integrates into all aspects of your business, delivering long term strategic value.



“Start to Finish Solutions Focused on Reducing Risk and Cost”

Full Turnkey Solar PV Solutions -

As a true EPC Contractor (Engineering/Procurement/Construction) - The BlueSky Joint Venture offers a turnkey solar PV solution from feasibility study to turning on and maintaining the system.

The Process

Project starts with undertaking a feasibility study which includes a regulatory, technical, structural and financial assessment of the proposed PV platform.

Detailed Design of the plant is drawn up for construction.

Procurement of equipment and construction begins.

Commissioning of Plant commences once construction is concluded and all regulatory requirements met.

Ongoing operation and maintenance is undertaken for a fixed term with an SLA (Service Level Agreement) in place.

Client Focused Solar PV Solutions

Our JV provides world-class engineers & software developers who have experience of local energy environments and can create an energy management tool that that is robust, east to use and delivers constant business value. This system is called COPPER



Easy to Use - whether you are on a laptop, phone or tablet COPPER has been designed to seamlessly operate with all devices.



Scalable - Our software has been designed and implemented from day one with scalability in mind. Key features include best of class hardware and security with a database that was designed for high-volume time-based data.



Reliable - A system is only as reliable as its weakest link. To reduce potential failure, we have minimised and streamlined the number of components in our system, designing our software and hardware architecture with redundancy in mind.



Real-Time - Each meter monitors, processes, and sends data to our database every 5 minutes. This data is immediately processed by our system and made available on the client's dashboard.



Energy & Water Monitoring

Let us help you achieve sustainable energy savings without the need for CAPEX outlay and you will be cash flow positive from day one. Whether you want to own or rent the equipment, share the savings generated or even purchase the power from a solar PV plant, we can find a solution that makes your energy saving achievable without large capital costs.

Plus: Our clients can take full ownership of energy assets at any time during contract - at a pre-determined, competitive and transparent price.


Innovative Finance



Leased Equipment - if the CAPEX for an energy efficiency is too great we can engage our finance partners, AP, to explore equipment lease agreements with flexible terms. You benefit from the equipment with the objectives of using the savings enjoyed to cover the monthly lease costs.



Energy Savings Partnership - by partnering with us, we can assist your organisation by implementing the project at little to no up-front costs to you and enter into an Energy Savings Partnership. We will undertake the work and share in the savings achieved for a fixed term based on a mutually agreed formula.



Solar Power Purchase Agreement - If after undertaking a solar PV Feasibility Study you decide that the CAPEX component is too great, we can offer a solution. We would consider building, owning & operating the PV plant to supply you with electricity at a more competitive price than the municipal supply.



Satisfied Clients Include

Contacts



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