



# ELECTRIC RESULTS

Capability statement 2024



Electrical Maintenance

Asset Management

Building Management Systems “Rescue” (BMS)

Virtual Facility Management (VFM)

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Electrical Contractors Licence Number: – PGE235635 24A

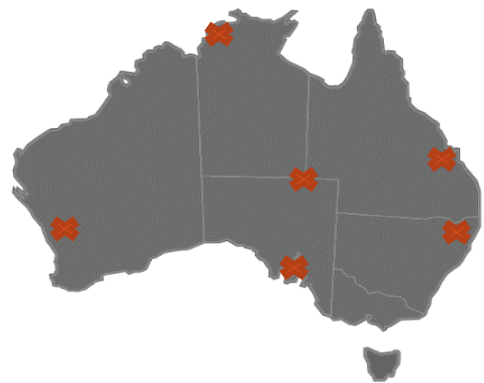
## WELCOME

At ELECTRIC RESULTS, we welcome the opportunity to develop a “trusted advisor” relationship to assist Building or Property owners, Managers or Contractors to manage their facilities efficiently and effortlessly. Our core activities are Electrical Maintenance, Building Management Systems, Asset Management and Virtual Facility Management tools.

Electric Results is a privately owned business based in Adelaide, created in 2006, and constituted of experienced commercial electrical professionals. Our electricians are well-versed and can handle a wide range of electrical projects.

This document focuses on our services, adaptability, experience, and capabilities provided by our team. Electric Results at a Glance:

- Privately owned
- 14 + Staff
- Projects delivered Nationally
- Full turn-key solution provider
- Strong local reputation
- Accredited Gold Master Electrician Excellence



## WHAT DIFFERENTIATES US?

**Stability.** We are a privately owned company committed to our long-term success, and that of our clients. Our expert team provides a tailored experience to our clients nurturing the relationship until both parties are satisfied with the outcome. You can rely on us being there when you pick up the phone.



**Vertical capability.** With over 18 years of commercial and industrial electrical experience, we have developed a team of professionals, who can engineer custom solutions from design to delivery and installations on site. The breadth of our experience and ability means we truly understand the potential risks and how issues can be effectively resolved.







**Cloud-based software platform.** These platforms provide real-time access to data from anywhere with an internet connection, allowing users to monitor and manage assets or buildings remotely. This real-time visibility enables organizations to make reactive informed decisions, help optimizing efficiency and identifying potential issues before they escalate.



**Electric Results stands out in the BMS sector** due to its customization, integration expertise with KMC Controls and Commander, and user-friendly interface for remote monitoring. It focuses on optimizing efficiency and value for clients' existing systems of any brand while leveraging cloud-based solutions for enhanced accessibility, scalability, and security, setting it apart from competitors in the industry.

## CAPABILITY

We have worked hard over many years to establish and strengthen our reputation for offering a comprehensive, integrated service across four key focus areas. Some key elements of our capability's services are detailed in the following sections.

- Electrical maintenance:** Commercial electrical maintenance refers to the periodic upkeep of electrical systems in commercial buildings. This covers all aspects of inspecting, testing, repairing and monitoring electrical equipment and related systems to ensure reliability, optimal performance and compliance with industry standards.
 
- Asset Management:** Cloud-based platforms for asset management offer remote accessibility to data, facilitating real-time monitoring and management from any internet-connected device. This accessibility leads to quicker decision-making, improved efficiency, and proactive issue identification, enhancing overall asset performance and management.
 
- Building Management system:** BMS otherwise known as a building automation system (BAS), is a computer-based control system installed in buildings that controls and monitors the building's mechanical and electrical equipment such as ventilation, lighting, power systems, fire systems, and security systems.
 
- Virtual Facility Management:** We are the exclusive systems integrator for KMC Controls and Commander for South Australia. Our tailored software platform enhances the real value and efficiency of any current Building Management System by allowing you to remotely monitor and control building data conveniently from your laptop or phone.
 

Electric Results provides a customised **Client Management Portal**. This single web-based interface can manage all aspects of the above and enhances communication, transparency, and collaboration between your businesses and us.



## COMPLIANCE

Master Electricians Australia Gold Status



- ISO 9001 Quality management systems
- ISO 14000 Environmental management systems
- ISO 45001 Occupational Health and Safety Management System
- ISO 55000 Asset management System

## MEET THE TEAM



### TROY SMITH

Managing Director and founder of Electric Results

Troy was a skilled service technician, installer, and programmer, before he founded Electric Results in 2006. Remaining actively engaged in day-to-day operations, his presence ensures a firsthand understanding of clients' evolving needs. Additionally, he holds the position of South Australian Director at Master Electricians Australia, further underlining his industry expertise and leadership.



### DARYL BALFE

Operations manager

In his role, Daryl oversees the comprehensive management of field technicians, focusing on perpetually enhancing team efficiency and effectiveness. He develops and drives operational excellence initiatives for the team and the business, and diligently ensuring adherence to all rules, regulations, and procedures.



### MICHAEL MILNER

Estimating/Project Manager,

Bringing a wealth of expertise from the Electrical sector, Michael thrives on dynamism and achieving results, boasting a solid history of successfully delivering projects within schedule, budget, and with a high level of safety. With 15 years under his belt at Electric Results, he excels in crafting customized solutions to precisely match client requirements.



### BRAD MULES

Estimator

Brad, a meticulous Estimator with a strong emphasis on quality, diligently ensures the timely submission of proposals and tenders. Proficient in various project types including commercial electrical, mechanical electrical, and building management services (BMS), he has a demonstrated track record of fostering authentic and mutually beneficial partnerships with our key clients.



### PIERRE DELAUNAY

Business Development Manager

For the last 15 years, Pierre has worked in both Aerospace Engineering and Sales Departments for global leading technology companies with a wide range of responsibilities. These rich experiences at different levels, from factory to corporate, allowed him to understand the interplay between roles and the impact of high performing teams on sales growth.

## CASE STUDY

### 1. Building Management System: Costly User Error in Hospital

Resolute BI, our Building Analytics software, is integrated with KMC Commander through an API in the cloud, enabling the building to proactively alert us to any anomalies. An automatic report generated by Resolute BI flagged an Air Terminal Unit Operation issue as per the dashboard below:

The dashboard shows a 'HOSPITAL Reports Library' with a table of report types. The 'Air Terminal Unit Operations' report is highlighted. A detailed view of this report for 'ROOM\_503 (Tennysen\_AHU-1)' shows a score of 0, indicating a critical issue. The root cause is identified as 'Airflow data is bad, inspect sensor. Zone heating setpoint higher than cooling setpoint; insufficient temperature control data.'

Report Type	Priority	Score	Total Equipment	Total Bad	Total Okay	Total Good	Actions
Single Zone AHU Operations	Low	0	24	23	0	0	
Air Terminal Unit Operations	High	0	19	19	0	0	
VAV Controller Performance	Medium	0	19	19	0	0	
IAQ Scorecard	Low	52	19	2	17	0	
AHU Controller Performance	Medium	83	31	2	0	29	
High Demand Zones	Low	100	19	0	0	19	

The KMC dashboard confirmed Resolute BI findings as per below:

KMC controlling interface DURING ISSUE

AFTER

As per above, the heating set-point exceeded the cooling set-point on 2 VAV boxes, triggering the cooling valve on the air handler to fully open and leading to a drop in supply air temperature to 8 degrees. Consequently, the building failed to reach the desired heating set-point, resulting in discomfort due to cold temperatures. Once we identified and rectified the issue, the system returned to normal and the reporting in Resolute confirmed that all was good again.

The dashboard shows a 'HOSPITAL Reports Library' with a table of report types. The 'Air Terminal Unit Operations' report is highlighted. A detailed view of this report for 'ROOM\_503 (Tennysen\_AHU-1)' shows a score of 75, indicating a resolved issue. The root cause is identified as 'Airflow data is bad, inspect sensor. Zone heating setpoint higher than cooling setpoint; insufficient temperature control data.'

Report Type	Priority	Score	Total Equipment	Total Bad	Total Okay	Total Good	Actions
IAQ Scorecard	Low	52	19	3	16	0	
Air Terminal Unit Operations	High	75	19	2	3	14	
AHU Controller Performance	Medium	93	31	0	1	30	
VAV Controller Performance	Medium	93	19	0	0	19	
Single Zone AHU Operations	Low	97	24	0	1	23	
High Demand Zones	Low	99	19	0	0	19	

Resolute BI's reporting capabilities allowed us to swiftly pinpoint the issue, eliminating the necessity for prolonged investigation that could have postponed detection until the next scheduled maintenance.

## 2. Asset Management Testimonial

**Client: Corporate Health Group CHG Defence**

**Contract: 15 sites nationally, Programmed Preventive Maintenance & Repair**

**Duration: 7 years**

“Prior to having ER manage our assets, we had an ad hoc and disconnected system and obtaining reliable data to meet the reporting requirements was problematic. We were often experiencing problems with Programmed Preventive Maintenance (PPM) being missed and it was not uncommon to receive Commonwealth Contract Notices detailing their view of asset management breaches and steps required to mitigate these risks.

CHG Defence contracted Electric Results to implement their asset management system back in 2015. We have been extremely satisfied with the robustness and simplicity of the system, the seamless way the PPM is scheduled and delivered and the way the system has been configured to meet the specific reporting requirements set by the Commonwealth.” *Paul McEvoy General Manager Operations*

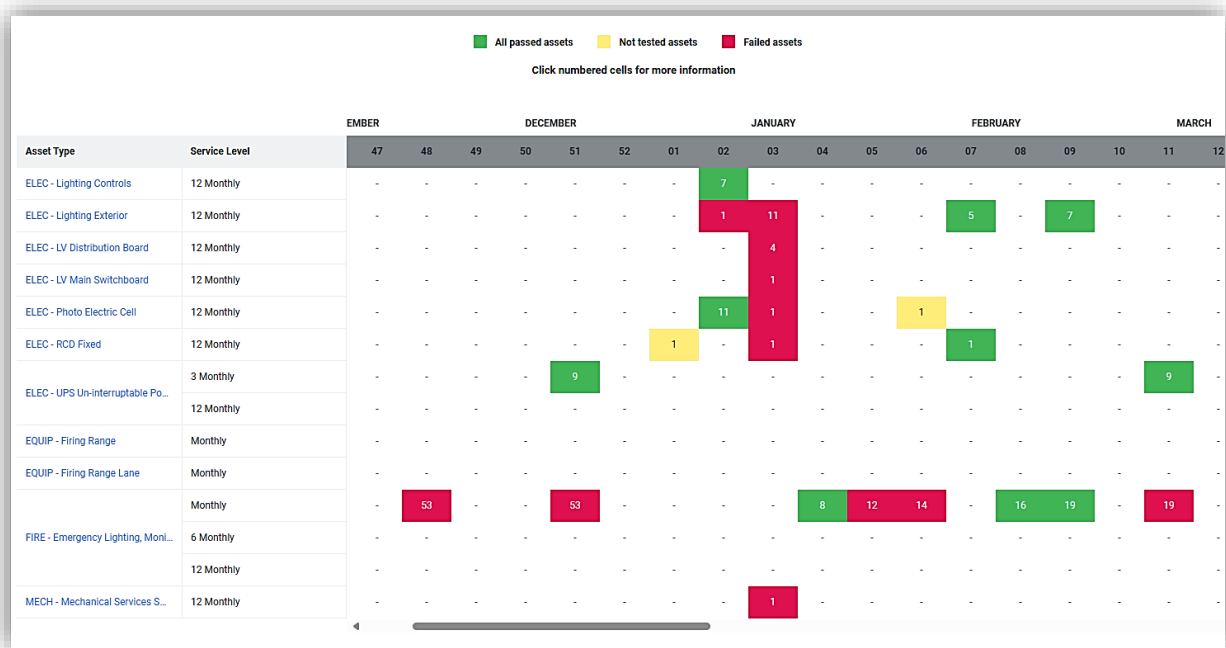


Figure 1: Client Portal, example of a Programmed Preventive Maintenance Schedule

“Since this was implemented in 2015, we have not received a single Contract Notice or complaint from the Commonwealth about the asset management and I would be confident in recommending Electric Results.” *Paul McEvoy General Manager Operations*

Benefits of using Electric Results client portal:

- 20% time saved
- Accurate reporting
- No more Contract Notices for 7 years
- Knowledge and control of their assets

## OUR CLIENTS



## THANK YOU

We thank you for the opportunity to present our experience and capability to your team. We would welcome the opportunity to develop a trusted advisor Relationship to your organisation.

If you require further information, please contact:

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