

## Exclusive Electricity offer for EMA members

Total Utilities Management Group (TUMG) is offering EMA members the chance to reduce your electricity costs on a no savings, no fee performance-related basis. You benefit by participating with fellow EMA members in bulk buying tenders. All you have to do is register for the bulk tender on EMarket (the EMA B2B trading portal at [www.ema.co.nz](http://www.ema.co.nz)). This verifies your EMA membership and qualifies you for a 20% discount off TUMG fees. It also confirms that you have accepted the terms and conditions of this EMA member offer. You then provide us with a full copy (all pages both sides) of a recent monthly electricity account(s) together with a letter authorizing TUMG to negotiate with the applicable energy retailers on your behalf. We then do the rest.

If TUMG improves upon your existing energy prices, you pay us a one off performance-related fee each year equivalent to 20% (less a 10% prompt payment discount) of the projected savings per year during the proposed new contract term. Fees are payable in full to us within 30 days of invoice issue and are based on the best quoted prices received by us. Please note that if we provide savings via a reputable energy retailer (i.e. Contact, Genesis, Mercury, Meridian, TrustPower etc) you are automatically liable for the associated fee, as outlined above, irrespective of whether our recommendation is implemented.

**Example 1** – Business spends \$50000/year,  
Projected savings of \$5000 in year 1 and \$4400 in year 2  
Resultant TUMG fees of \$900 in year 1 and \$792 in year 2 (i.e. after our 10% prompt payment discount)

**Example 2** – Business spends \$50000/year  
No savings – no fee.

The price benchmark used for calculating our fees is your existing prices except for electricity currently supplied on a contracted basis where the new contract energy rates offered by your existing supplier provide the benchmark.

### **Just follow three simple steps to cut your electricity bills:**

1. Confirm your acceptance of this EMA offer by registering on EMarket ([www.ema.co.nz](http://www.ema.co.nz)).
2. Print out the enclosed EMA Member Authorisation Form (page 2) on to your letterhead, sign it and return it to us together with a signed copy of our EMA Member Agreement (page 3).
3. Provide us with a full copy (all pages both sides) of a recent full set of monthly electricity accounts.

**Please contact Jonathan or Chris on 09 576 2107 (or fax 09 576 4787)  
if you have any queries on this offer.**

# EMA Member Authorisation Form ELECTRICITY

**Total Utilities Management Group Ltd**  
**PO Box 51-992**  
**Pakuranga 2140**  
**AUCKLAND**

This form authorises Total Utilities Management Group Ltd (TUMG) to negotiate an Energy Supply Agreement on our behalf with all energy suppliers in New Zealand. As such, we appoint TUMG as our exclusive electricity consultant / broker for the purposes of managing a one off Energy Request for Proposal (RFP).

TUMG is hereby authorised to request the applicable data from the existing energy retailer(s) including but not limited to existing contract expiry date(s), detailed usage data, ICP numbers, meter details, existing prices and local network charges etc.

This Authorisation Form will automatically cease to apply within 90 days of the closing date of the Energy RFP issued by TUMG. It is acknowledged that all information presented both by and to TUMG is to be kept in strict confidence by both parties.

It is also acknowledged that this Authorisation Form is intended to comply with the requirements of the Privacy Act.

**Signed:** .....

**Print name:** .....

**Position:** .....

**Company:** .....

**Date:** .....

**NZ Companies Office Number:** .....

# EMA Member Agreement

## ELECTRICITY

The one off TUMG performance-related fee each year is equivalent to 20% (less a 10% prompt payment discount) of the projected cost savings in years 1 and 2 of the proposed new Energy Supply Agreement term.

These fee are payable in full to TUMG within 30 days of invoice issue and are based on the best quoted energy rates received by TUMG. Any payments received after this date are not eligible for our 10% PPD and collection fees and penalties may also be incurred.

If TUMG negotiates cost savings via a major energy retailer and if for any reason whatsoever we decline to take up their recommended offer, we nevertheless confirm that our business is still liable for the full fee (as per the above).

The energy 'volume' benchmark used for fee calculation will be our actual monthly kWh usage during the past 12 months unless we advise TUMG to the contrary prior to signing this agreement.

The energy 'price' benchmark used for fee calculation will be **either** our existing buying prices (i.e. if we are currently being supplied on an uncontracted basis) **or** the new contract energy rates offered by our existing supplier (i.e. if we are currently being supplied on a contracted basis).

By signing this agreement, we confirm that we fully understand and accept the stated terms and conditions of this agreement.

**Signed:** .....

**Print name:** .....

**Position:** .....

**Company:** .....

**Date:** .....

**NZ Companies Office Number:** .....

