



Commercial Properties.  
Industrial Properties.  
Retail Properties.

CREATE  
INNOVATE  
ENABLE.



## Welcome to ARCHON

At Archon we understand energy as an enabler – which means we see utilities as a vital network that supports your business. This makes your utility management an opportunity space: where you can save both time and money, and change critical behaviour relating to energy consumption and use. Our approach to finding and creating solutions makes us the ideal utility management and project partner for your business.

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An aerial photograph of a restaurant interior. The floor is made of large, light-colored square tiles. Several square tables are arranged in a grid pattern. Each table is surrounded by four chairs with brown leather seats and black metal frames. The tables are set with white tablecloths, four grey circular placemats, and a small centerpiece of greenery. In the bottom right corner, a person in a white shirt is seen from above, leaning over a table. The overall atmosphere is clean and modern.

WE MAKE

UTILITY DESIGN +  
MANAGEMENT ACCURATE  
+ EFFORTLESS.



**Energy conservation is the foundation of energy independence.**

*(Tom Allen, US representative, 2005)*

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*Our approach to finding and creating solutions makes us the ideal utility management and project partner for your business.*

## ABOUT ARCHON

Started in 1993 as MST Engineering, Archon provides project based and ongoing utility management solutions.

As a future-facing company, innovation and technology is at the heart of what we do: creating systems and processes that make utility design and management accurate and effortless. Our solutions are both scalable and practical – designed to manage your utilities, as well as related billings and recoveries. In this way we assist you to optimise energy-efficiency in your business operations, and reduce your utility costs.

Our solutions are holistic and include:

- Electrical engineering design and project management
- Utility management
- Primary distribution
- Check metering/ automatic meter reading
- Account audit

Our approach is one of professional partnership: understanding your business challenge and drawing on our expertise and over 24 years' collective experience to find the right solution for your business. As innovators and experts in our space, we're also active partners; sharing the latest technology and solutions available when they become available.

We service clients across the industrial, commercial and retail sectors, assisting developers, property owners, managers and tenants.

## CO-CREATING EFFICIENT SOLUTIONS WITH YOU – FOR YOU...

Every little bit counts, so rather than looking for one big way to save a ton of money, save in lots of small ways and set yourself up for success...

Our specialist team is able to provide you with a full turnkey utility design and management solution – or specific elements that make sense in your unique context. However, we partner with you, our goal will always be to optimise both your energy efficiency and your utility usage.

### Design and Project Management

Because utility design is at the heart of what we do, we're able to partner with you for the full lifecycle of your utilities.

Working with you from proof of concept phase all the way through to final design and execution, we make sure that you leverage world-class thinking and systems to create future-facing buildings, properties and developments. In this way, energy and utility efficiency and management become fundamental extensions of your design as opposed to post-construction "plug-ons".



CREATE >

## UTILITY MANAGEMENT SOLUTIONS

Using your utilities wisely and well is just good business practice. Our management solutions help you reduce utility costs and optimise your energy consumption. This means you can drive bottom line value whilst potentially reducing your carbon footprint.

Our solutions are pro-active and enable end-to-end management. They can also be provided as standalone services or combined to speak to your very specific needs:

- Tenant utility billing (done on a monthly basis) to ensure that your bulk municipal account is paid on time, every time.
- Regular tariff verification to confirm the tariff you're being charged is the tariff you should be charged.
- Monthly meter reading services to collect and record accurate data readings.

- Utility cost breakdown reports check values against averages and trends, identifying anything out of the ordinary.
- Diversity reports are used to track recovery targets against actual recovery totals each month. These are then mapped to provide a detailed picture for the year in review.
- Online utility management is provided in real-time via our portal, with additional functionality including graphs; analysis and reports available to you at the click of your mouse.
- Common area and network distribution cost calculations allow all tenants to be billed accurately, fairly and transparently for consumption in common areas and across shared networks.
- Sub-account summaries give the ideal breakdown between tenants and their use of specific utilities.
- Utility cost breakdowns can be provided per customer for ease of reference.
- Tenant confirmation happens on a monthly basis. This ensures billing is accurate throughout the lease period.
- Account escalation services are available where necessary on your behalf with the appropriate municipality or utilities provider.
- New electrical connections or existing electrical connection upgrades are also provided.
- Disconnection notices are served as appropriate – to avoid disconnection timeously.

## Primary Distribution

As your supplier, we're responsible for ensuring primary distribution of all of your utilities directly to you. This means that we take full ownership of your accounts – providing you with one quick and easy point of liaison.

## Check Metering / Automatic Meter Reading

Our check metering and automatic meter reading solution leverages our own technology to ensure all utility meter readings are accurate: that they're only recording what you use. Our system does not replace that of the original provider, but rather monitors the data they're tracking so that we can pick up and address any discrepancies. It also helps overcome the knock-on effect of estimates.

## Account Audits

Our check account audit offering gives a full and detailed breakdown of usage. This means that we can identify outliers quickly and easily, and track what's causing them. Supplier account audits breakdown usage even further – per meter – giving you complete oversight. These are then further supported by financial reports that match year-on-year comparatives allowing you to map efficiencies as well as budget accurately for the year ahead.

Our supplier account technical reports drill down even deeper: showing usage trends during peak, non-peak and standard periods. This means that usage can be tracked against costs very specifically. We're also able to assess environmental impact – allowing you to track your carbon and emissions footprint.



# INNOVATE >

## THE VALUE WE ADD

Utility efficiency makes bottom line sense for any business. Whether you're a professional property management company or own a commercial or industrial property, our utility management services will save you time and money. We ensure that your charges and usage are in line with the service providers' benchmarked / trended technical and financial readings. This realised value can then be shared across your value chain.

- \_ **Industrial:** optimising your facility's energy consumption means it's possible to identify savings' opportunities. You can also track your environmental impact and start developing an appropriate mitigation strategy.
- \_ **Commercial Property:** energy management is becoming increasingly important to lower costs and improve efficiency as buildings evolve to be smarter and future-facing. Our technology is able to plug into this new technology.
- \_ **Shopping Centres:** with utilities typically a grudge purchase for most tenants, an optimised strategy that gives tenants complete visibility makes for prompter payment.
- \_ **Tenants and Landlords:** by acting as the interface here, we help you work together to reduce overall operating expenses and identify savings opportunities.

## Our Approach

At Archon we understand the value of partnership. We pride ourselves on the many long-term partnerships we have developed with our customers over the years. All are founded on trust and a commitment to adding value to your business.

Our team of professionals works to give you the best possible advice and guidance. We do this by walking through your utility accounts with you: identifying areas for improvement or cost savings, and looking at where you can maximise service levels, especially in terms of expense recovery and correct billing. In this way, we put the control back in your hands: giving you and your tenants peace of mind.

Our focus on energy-efficiency also means that we're able to move you closer to implementing new technologies; advise you accordingly and demonstrate anticipated returns. We can additionally benchmark performance so that you can make informed strategic decisions where you need to. Because utilities need to enable your business, they need to be aligned to your business. This is our starting point for any partnership with you.

# ENABLE >

## Our People

Our people are our greatest asset. While we leverage complex technology and systems, it's the experts behind them that make your utility management happen.

### George Matthews \_ Engineer

George started Archon over 20 years ago. An engineer by trade and an entrepreneur at heart, he has been a key player in its success ever since.

With over 45 years of experience in the energy industry, George's expertise spans from municipal engineering, power system designs, metering and monitoring systems, all the way through to back-up engineering support. He has worked extensively across the energy spectrum; setting up products, auditing accounts, designing power systems, and implementing remote monitoring systems for clients across Africa and beyond.

### Greg Matthews \_ Managing Director

As managing director, Greg drives Archon's continued success. After starting out in design, he later found his niche when he joined forces with his father to grow the utility side of the business.

Greg's creativity and aptitude for designing solutions, business utilities consulting, strategic planning, and system design and integration, allow him to find innovative solutions to problems and opportunity within chaos: something that he is very passionate about.

Greg is a Certified Energy Auditor (CEA).





Contact us today to find out how we can help you manage your utilities more efficiently and effectively. **Tel:** +27 (0) 11 425 3620 **Fax:** +27 (0) 86 614 1945  
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| GET IN  
TOUCH