

**MANAGE**it  
THINK.ACT.SAVE



**TIER**  
SOLAR



STRATEGIC CENTRALISED PROCUREMENT

**TIER**<sup>1</sup>  
SOLAR



# INTRODUCTION



The need to reduce costs in both favourable and unfavourable business climates presents the ideal opportunity for innovative thought and creative cost effective implementation. No matter the condition of the economy, responsible entrepreneurs should be on their toes at all times. Significant reduction in expenses could easily constitute the difference between your company showing a net profit or loss. With Solar becoming a global focus the price to own a solar system and reduce electrical costs if not eliminate them over 4 years ROI allows companies extra budget, and that's not mentioning the added benefit of no loadshedding.

**Managelit** heeds the call from government to create innovative business concepts and successfully facilitate the sustainability of existing businesses and to support their growth as well as to create employment. This indeed reflects on our core competence of best practice in procurement. The birth of Tier 1 happened in September 2017 after more than 2 years of deep and intensive studies for the Renewable Energy technology all over the world with most of the Europe countries already depending on the solar power generation of Electricity as one of its strategic sources to generate power. Tier 1 has worked on Solar projects from 5kw all the way up to a 100Mw build and operate in Mozambique

**Dean Graham** - Group Chief Executive Officer







MANAGEIT GROUP

It

**Managelit** is the parent company of **Tier1 Solar**. In the last seven years **Managelit** has managed to provide its clients with excellent service and huge savings. The need for a reliable supplier, has become a necessity with all the fly by night companies and untrained installers in the market place. The concept is based on bulk buying power which we can offer organisations at prices that normally only blue chip companies are able to negotiate, thus minimising costs and increasing the return on investment with piece of mind.

**Managelit** was created due to a demand in the market place, from large corporate companies to smaller entities so as to provide professionalism and security of purchase while regulating the pricing the industry can charge.





WHY BRING IT IN HOUSE WHEN IT CAN BE  
EASIER AND MORE COST EFFECTIVE  
TO **OUTSOURCE** IT?



A lot of companies and individuals today don't have an understanding of the solar industry and what they exactly need. A solar system decision is a 25 year decision and could be an expensive one to make.

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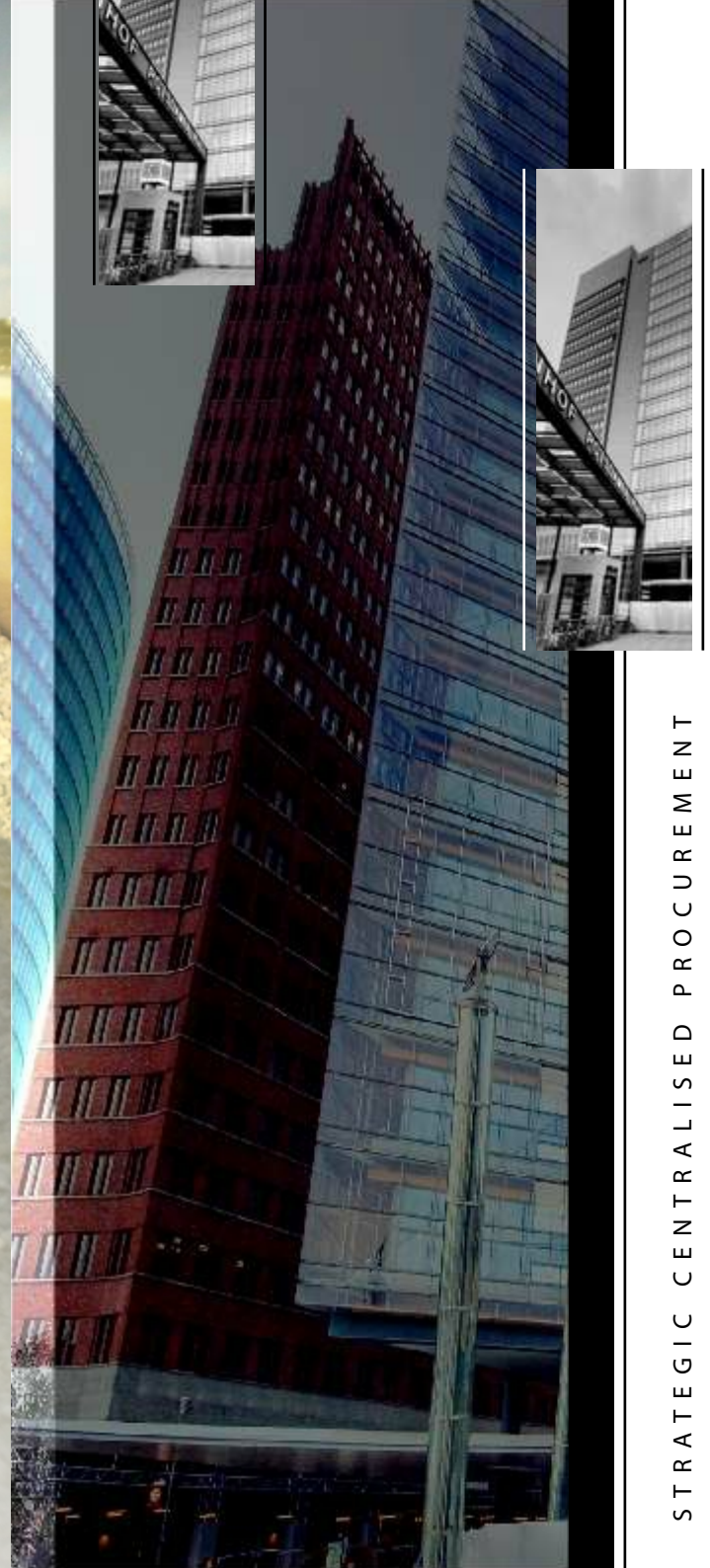
RECIPROCAL



# REGULATED FAIR PRICING

**It** Suppliers are known to exploit companies whose knowledge or expertise in regard to specific products is inadequate or limited thus increasing monthly operational expenses..

**ManageIt** has united an extensive number of companies spending millions of Rands monthly on the same type of products. This has given **ManageIt Tier1 Solar** exceptional influence in the market place with a magnitude of buying power. Based on the exponential growth of **ManageIt's** core companies grouping together, we have become a strategic partner in every discipline of procurement of your new system.





# DO OPERATIONAL COSTS

CREATE A BARRIER FOR YOUR GROWTH AND POTENTIAL EXPANSION?



**Stage 1:** Manage**it** **Tier1 Solar** (Essential) Pre assessment of electricity bills savings

**Stage 2:** Perform a needs and wants analysis and present Quotation

**Stage 3:** Client sign off

**Stage 4:** Arrange finance(If not cash purchase)

**Stage 5:** Final site inspection and installation

**Stage 6:** Sign off by independent PV green card certified electrician and COC.



RECIPROCAL



## MANAGEit CREATES CONSOLIDATED SERVICES AND PROCUREMENT



**it** Manageit strives to always provide an exceptional service. As a group we aim to give every client peace of mind. Once we have completed your companies analysis, generated the savings and regulated the pricing you will be able to reap the rewards for years to come

Manageit is the company to supply a superior service and savings you deserve.

- **Integrity**

We believe this is key to any successful relationship. It is important to Tier 1 Solar that our clients and team members have a strong foundation of trust in each other.

- **Ethical Conduct**

We believe this is the cornerstone of good business. We are committed to honesty and high morals in all dealings, both internally and externally.



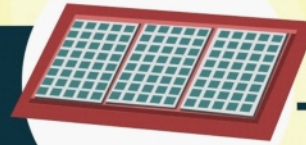


*"I'd put my money on the sun and solar energy. What a source of power! I hope we don't have to wait, till oil and coal run out before we tackle that"*

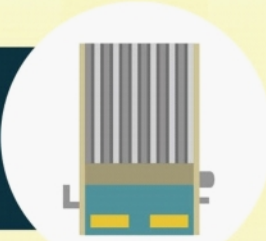


Thomas Edison

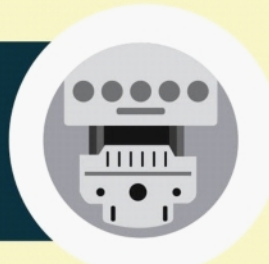
Solar panels convert sunlight into DC power ( 12 v to 24 v )



The inverter converts DC power into 240 volt AC power for household use



When solar production exceeds home consumption the meter measures your export and your account will receive a credit





# WHAT WE DO

It

## WHAT WE DO

Provide unique Solutions and Techniques to ensure the successful delivery of renewable and sustainable energy projects promptly.

Deliver a value for our clients with creative, experienced and highly skilled Engineering team in the design ,installation, operation and maintenance of high quality sustainable Energy Solution.

Produce Solar Photovoltaic power plant in various application such as residential, industrial, Commercial and agriculture.

**Tier1** Solar offers tailored solution according to the client best interest and needs.

## OUR VISION AND MISSION

### OUR VISION

To be a global, innovative and competitive Renewable Energy Enterprise providing total solutions to customers of Renewable Energy Products and Services.

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### OUR MISSION

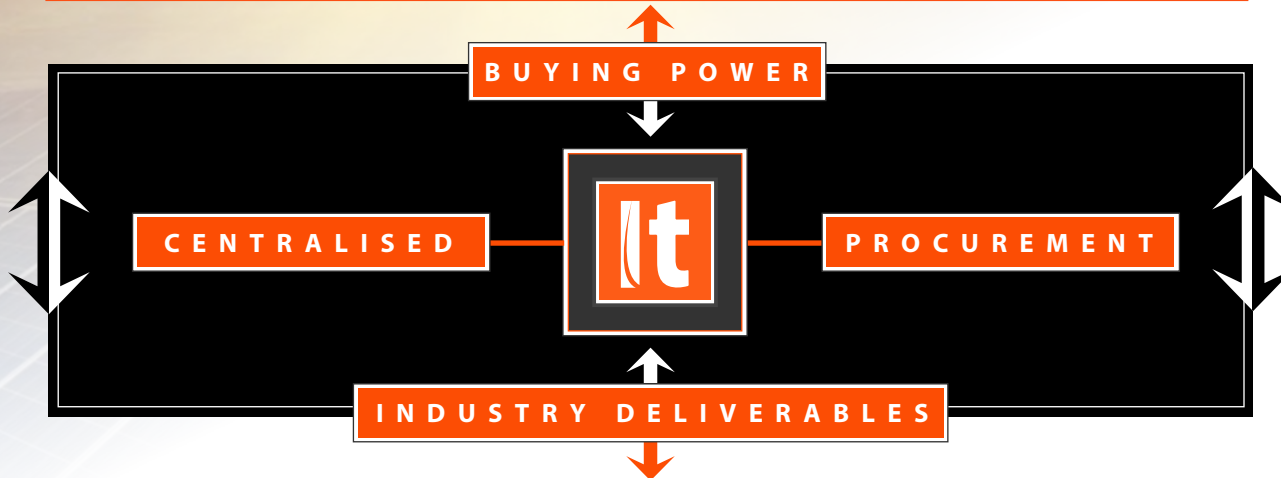
To be a leading Renewable Energy enterprise, providing superior quality products and services at competitive prices.



# It ORGANOGRAM



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INSURANCE	STATIONERY	TECHNOLOGY	TRANSPORT	FREIGHT	LEGAL	ENERGY	CONSULTING	PRINTING	MARKETING
HEALTHCARE	FMCG	AIRLINE	MINING	SECURITY	GROCERIES	REAL ESTATE	EDUCATION	ELECTRONICS	SPORT
HOSPITALITY	EXHIBITIONS	EVENTS	CLEANING	HYGIENE	PUBLICITY	FINANCE	BANKING	VIDEO	TRAVEL

STRATEGIC CENTRALISED PROCUREMENT



# MANAGEit COSTINGS/SIZE/SAVINGS ANALYSIS

	Current Costs		Usage		
	Kw/h	Cost/Bill	Kw/pm	KW/Pd	Kw/h
Tier 1	R2,30	R108 000,00	44926	1497,5	249,6
Tier 2	R0,00	R0,00	0	0	

1498

Tier 1 Costing		Eskom		Tier 2 costing	
	Escalation %			Escalation %	
Jan-21	11	R2,30	44926	11	R0,00
Jun-21	22	R2,67	R119 862,57	22	R0,00
Jan-22	22	R3,25	R146 232,33	22	R0,00
Jan-23	22	R3,97	R178 403,45	22	R0,00
Jan-24	22	R4,84	R217 652,20	22	R0,00
		R5,91	R265 535,69	22	R0,00

### CURRENT MONTHLY COSTINGS

2021	2022	2023	2024
1st 6 months	2nd		
R119 862,57	R146 232,33	R178 403,45	R217 652,20
R119 862,57	R146 232,33	R178 403,45	R217 652,20
R119 862,57	R146 232,33	R178 403,45	R217 652,20
R119 862,57	R146 232,33	R178 403,45	R217 652,20
R119 862,57	R146 232,33	R178 403,45	R217 652,20

### SOLAR SOLUTION MONTHLY COSTINGS

2021	2022	2023	2024
1st 6 months	2nd		
R0,00	R0,00	R0,00	R0,00
R0,00	R0,00	R0,00	R0,00
R0,00	R0,00	R0,00	R0,00
R0,00	R0,00	R0,00	R0,00
R0,00	R0,00	R0,00	R0,00

ESKOM				ESKOM			
R719 175,41	R877 394,00	R1 070 420,68	R1 305 913,23	R1 593 214,14	R0,00	R0,00	R0,00
<b>R1 596 569,41</b>		R2 140 841,35	R2 611 826,45	R3 186 428,27	<b>R9 535 665,48</b>	R0,00	R0,00
						R0,00	R0,00

	Eskom	Solar
1	R119 862,57	R63 600,00
2	R146 232,33	R63 600,00
3	R178 403,45	R63 600,00
4	R217 652,20	R63 600,00
5	R265 535,69	R63 600,00

Notes:  
 excludes current generator costs  
 solution is grid tied  
 peak hours covered  
 7am to 10am(Solar kicks in around 6am)  
 6pm to 8pm  
 Smart Inverter can push back onto grid

Deduction from Eskom (675 Kw per day)	
R2,30	R1 552,50
R0,00	R0,00
	<b>R46 575,00</b> per month
Eskom Bill	R119 862,57
New Eskom Bill	<b>R1 500,00</b>
<b>NEW TOTAL PAYMENT</b>	<b>R65 100,00</b>
<b>MONTHLY SAVING JAN 2021</b>	<b>R54 762,57</b>
<b>MONTHLY SAVING JULY 2021</b>	<b>R81 132,33</b>

2021	2022	2023	2024
R63 600,00	R63 600,00	R63 600,00	R63 600,00
R63 600,00	R63 600,00	R63 600,00	R63 600,00
R63 600,00	R63 600,00	R63 600,00	R63 600,00
R63 600,00	R63 600,00	R63 600,00	R63 600,00
R63 600,00	R63 600,00	R63 600,00	R63 600,00
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R63 600,00	R63 600,00	R63 600,00	R63 600,00
R63 600,00	R63 600,00	R63 600,00	R63 600,00
R63 600,00	R63 600,00	R63 600,00	R63 600,00
R63 600,00	R63 600,00	R63 600,00	R63 600,00
R63 600,00	R63 600,00	R63 600,00	R63 600,00

R763 200,00 R763 200,00 R763 200,00 R763 200,00

Total Over next 4 years **R3 052 800,00**



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**Chad Graham**  
Director

**Marcus Cordes**  
Director

**Brandon Carter**  
Director

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Eastern Cape Director

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