

February 19, 2016

Dear Bulk Energy,

Company Testimonial

It is with much pleasure that I am writing this testimonial on behalf of Bulk Energy.

Asian Pacific Serviced Offices provide businesses with inspirational workspaces so that they can run small to medium business from an impressive location without having to deal with the day to day issues and overheads associated with traditional office space.

Bulk Energy approached Asian Pacific Serviced Offices back in early December 2015 to see if we were interested in allowing them to review the electricity procurement for our seven Melbourne sites. Accordingly I forwarded them copies of current bills for these 7 sites totalling 242 individual NMI's (electricity meters).

After tendering to all the major Energy Retailors via their "**Bulk Tender Process**" they forwarded me the results of the winning bid along with their analysis and recommendation.

Bulk Energy were able to secure an annual saving just in excess of \$53,000 which represented 27% of our total electricity expense. We thought we were on a good deal from our existing Retailer but their tender process certainly proved us wrong!

Not only did we achieve a competitive rate but they also managed to negotiate the following with the successful Retailer:

- Monthly consolidated billing
- 12 month fixed price contract
- No penalty for Move In / Move out (Transfer to new tenant)
- New Tenant to receive same pricing as Old Tenant

In summation I would recommend any business considering the services of an energy broker to seriously consider Bulk Energy as I have found them both honest and diligent in their business dealings.

Should you require confirmation of the above please feel free to contact me.

Regards,

Trevor Vandersluys

Operations Manager

