



# COMPANY PROFILE

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# Foreword

**N**ational Power is South Africa's leading energy efficiency project implementer, used by commercial, Mining and industrial sectors to save millions of Rands by implementing energy savings projects and solutions.

National Power has formed strategic alliances with various Institutions to assist with financing projects. Introduction of 12L regulation which is a newly developed strategy by Government, energy tax rebate for every measured and

verified energy savings which National Power aims to make use of, to subsidize its projects hence improving B.C. of projects.

National Power provides customers the means to identify, measure and verify energy savings projects - providing taylor-made energy management solutions.

National Power regularly discovers new products and services and learn best practices within the energy management community.



# Solutions Provider

## 1. Control

## 2. Change Technology

## 3. Change Supply

Energy savings result in money savings and are required to meet with financial grade standards. All energy savings projects start with the premise, "if it can't be measured it can't be managed."

### Step 1 Measure & Verify

A baseline of current usage is required. This is done by following the IMVP protocol. National Power is able to advise and supply the correct measurement or metering equipment for this to be sufficiently implemented

### Step 2 Calculate/Estimate energy savings

Business care is required to evaluate the payback and performance of the energy saving project.

### Step 3 Manage the Risks

A full risk assessment of the project is required before the implementation.

### Step 4 Implement the project

Proper and professional project planning is required. National Power has several expert project managers.

### Step 5 Realize the Savings

Celebrate the successful delivery of energy and money savings.

# Vision & Mission

We are a  
World-Class  
**Energy**  
Management  
Solutions  
Company  
AND BELIEVE THAT  
WE CAN MAKE  
**significant**  
**difference**  
by **positively**  
**contributing**  
to our  
environment.  
and  
**economy**

# Vision & Mission



## People

We passionately building and maintaining solid relationships of respect between our, customers, suppliers and colleagues. We continually strive to improve our performance through customer liaison, innovation, integrity and quality services.



## Sustainability

We help the environment and people by saving energy and reducing carbon emissions, thus creating a better, more sustainable future for all.



## Conduct

We pride ourselves on adhering to the highest ethical and moral standards.

## Partners & Friends

We listen to our partners' requirements and endeavor to exceed their expectations. Business is about building relationships and friends.

# Milestones

## National Power - Becomes one of the largest Esco's in Southern Africa

**1995** — National Power Energy Services Company Founded

### MW/kVA Reduced



# Key Activities

We create and implement organizational energy management structures for companies.

- Power Management - Controlling of power with PLC's and meters.
- Demand Management - Maximum demand control - Kloof mine
- Energy Management- Metering and Billing, ABI, Sun City, Anglo Coal Group, Anglo Platinum, De Beers Group, NBI, etc.
- Power Quality - ABI , Silicon Smelters, Sun City, and others.
- Energy Efficiency - ABI, Sun City, Sibanye Gold, Anglo Platinum , others.
- We supply solutions coupled with the best products and are not by exclusive supply agreements with suppliers.
- We manage financial risk associated with energy consumption and carbon tax mitigation/rebates.
- We supply turnkey services for energy management.
- We research and compile electrical, fossil fuel, and renewable energy saving projects.



## NOTE:

It's not about the energy saving technology; it's about the integrated system savings and client requirements.

We supply on the world's best products that are sustainable in the long term.

We form partnership with our clients. (Example: 10 year relationship with Sun City Resort - equating to 40% reduction in their electrical demand from 20 MVA to 11 MVA).



# Competitive Strength

**Est. 1995**

Having being in existence for almost two decades now, National Power boast extensive expertise in energy management and continuously seek to be on the edge of technology.

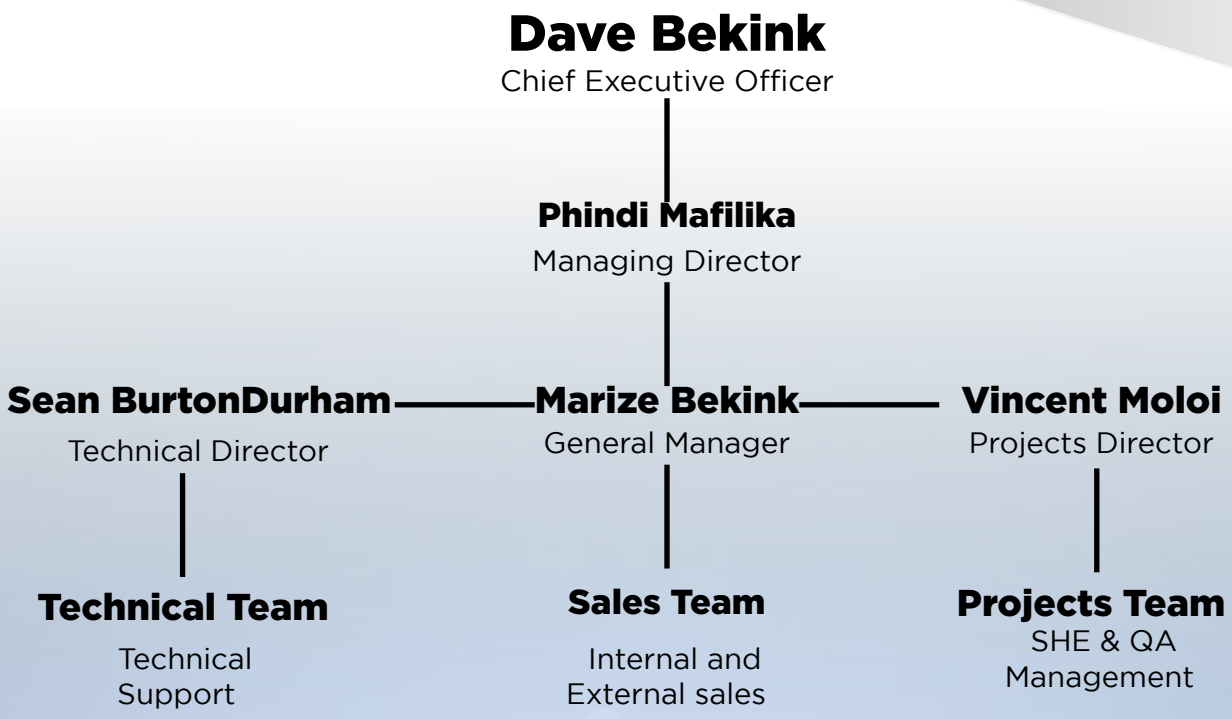
This is achieved through:

- Promoting superior engineering solutions in the field of energy management and communicating professionally with our valued clients.
- Continually improving performance through constant customer liaison, innovative design, integrity and quality service excellence.
- Improving energy efficiency, thereby saving the environment, ultimately improving the quality of life for all.
- Having a team of highly qualified and experienced individuals who impart their knowledge and hands-on experience to young trainees.
- Specializing in providing quality energy management solutions for utilities, industry, and commercial companies. Our products and expertise are recognized internationally for quality efficiency and reliability.
- Complying with laws and regulations that perpetuate safety and best practices at all times.



Energy Management  
is our Passion

# Management



**National Power is a  
BEE level 2 contributor**

# Strategic Alliance



The power to do more



# Company Business



## Satec Powermeters

Meter installations  
Maximum demands control  
Time-of-use control

## System Optimization

Compressor optimization  
Energy management systems  
Pumping optimization  
Steam optimization  
Smelter waste heat recovery

## Services

Quality of supply NRS 048 Audits  
Energy audits  
Energy projects  
Industrial communication-  
Network Smart Grid

# System Optimization

## Energy Management

We pride ourselves with exceptional innovative methods of application on our energy management projects.

We apply our vast knowledge in energy management to find the best solutions that are not only energy efficient but guaranteed to continue money savings past the project implementation period. We offer continual monitoring with power meters to ensure savings are reached promised to our customers.



# Training

## Client Training

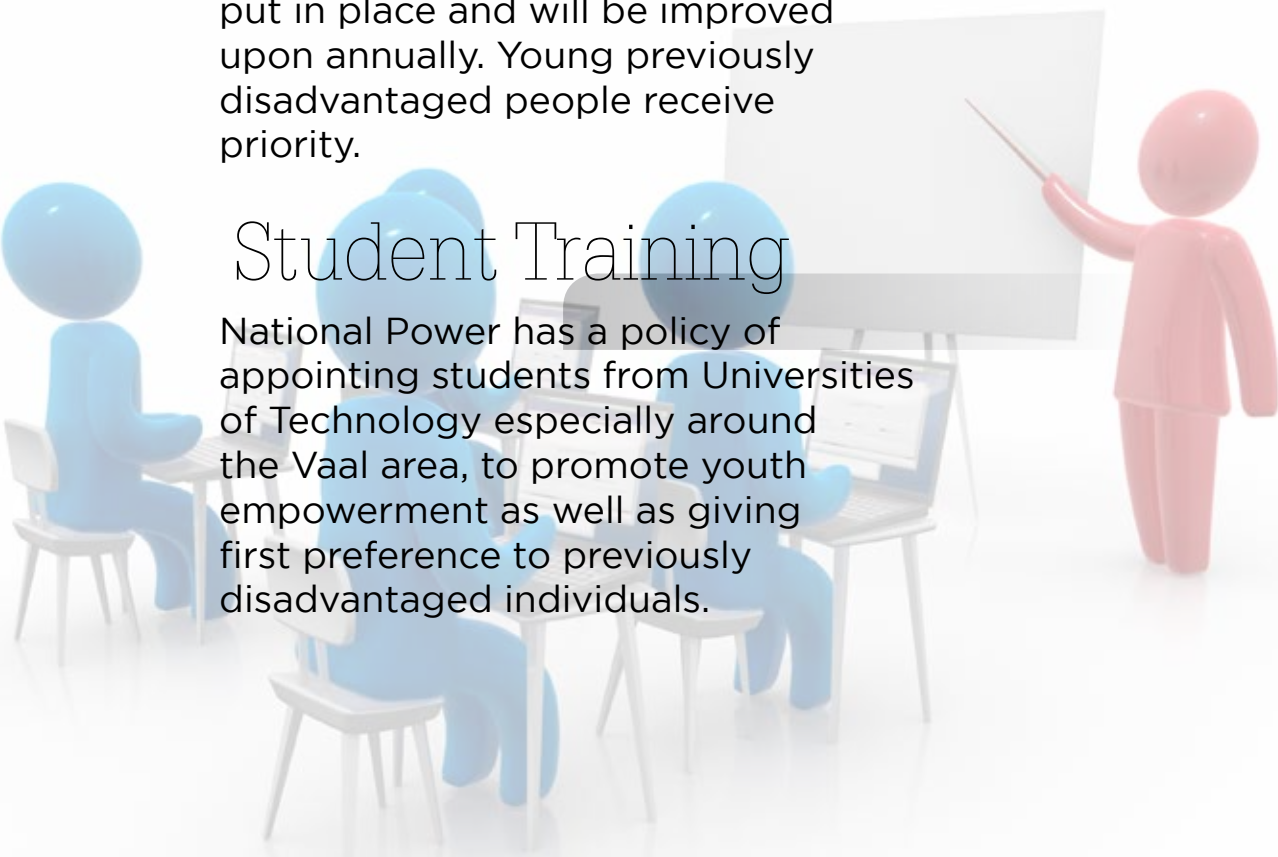
Client training involves interacting with the client ensuring the client is able to use and understand the energy management solution provided.

## Internal Training

Internal training entails training new employees on the best methods of conducting business as well as integrating them into the energy management field. National Power believes in staff improvement by means of training initiatives that best suits each individual within the company's employment. Future training initiative measures are being put in place and will be improved upon annually. Young previously disadvantaged people receive priority.

## Student Training

National Power has a policy of appointing students from Universities of Technology especially around the Vaal area, to promote youth empowerment as well as giving first preference to previously disadvantaged individuals.



# Safety, Health & Environment

## NATIONAL POWER'S S.H.E POLICY IS TO STRIVE TO;

- ZERO HARM and local communities.
- Provide workplaces that are injury-free and incident-free for all employees, visitors and contractors.
- Enhance the well-being of its employees
- Through energy saving projects, minimise impact on the local and global environment arising from its operations, activities, products and services.

## To achieve this policy, National Power will endeavour to provide the following:

- Appropriate leadership development and training in SHE.
- Reduction, re-use or recycling of waste wherever possible.
- Fostering and maintenance of a positive SHE culture.
- Active engagement with contractors, suppliers and business partners, so that they understand and respect National Power's SHE policies and management standards.
- Continuous improvement toward meeting and exceeding leading SHE practices.
- Continual review, assessment and improvement of performance.
- Elimination, risk mitigation or re mediation of the SHE impacts of National Power's activities.



# Quality Control

## In Accordance with ISO 9001 – 2000

The Management and staff of National Power Contractors is committed to the Implementation and Maintenance of a suitable QUALITY MANAGEMENT POLICY that complies with the requirements of ISO 9001:2008 while ensuring strict compliance to the contractual, legislated and regulatory requirements of interested and affected parties.

We fully recognize the impact and opportunities that the adherence to quality principles affords us in supplying Quality Products and Services to our Customers, while maintaining / improving our Business Plan Objectives and the Economic Results of the Company.

The Management of National Power Contractors will ensure that the QUALITY MANAGEMENT POLICY is communicated, implemented and maintained by all personnel and will continually focus upon the improvement of the Effectiveness of the system for the ongoing benefit of the Company and its Customers.





# Socio Economic Responsibility

## “We Care”

National Power cares for the people in our community. One of our projects was to bring one of our partners, Develco, on board to assist the less privileged. Together, National Power and Develco purchased, installed and commissioned a generator at Duolos Care Centre. The generator will be used as a back-up during power failures. Duolos provide care to children living with HIV/AIDS. National Power demonstrated their compassion further by supplying Duolos with diesel for a period of six months.



# Socio Economic Responsibility

## Enterprise Development

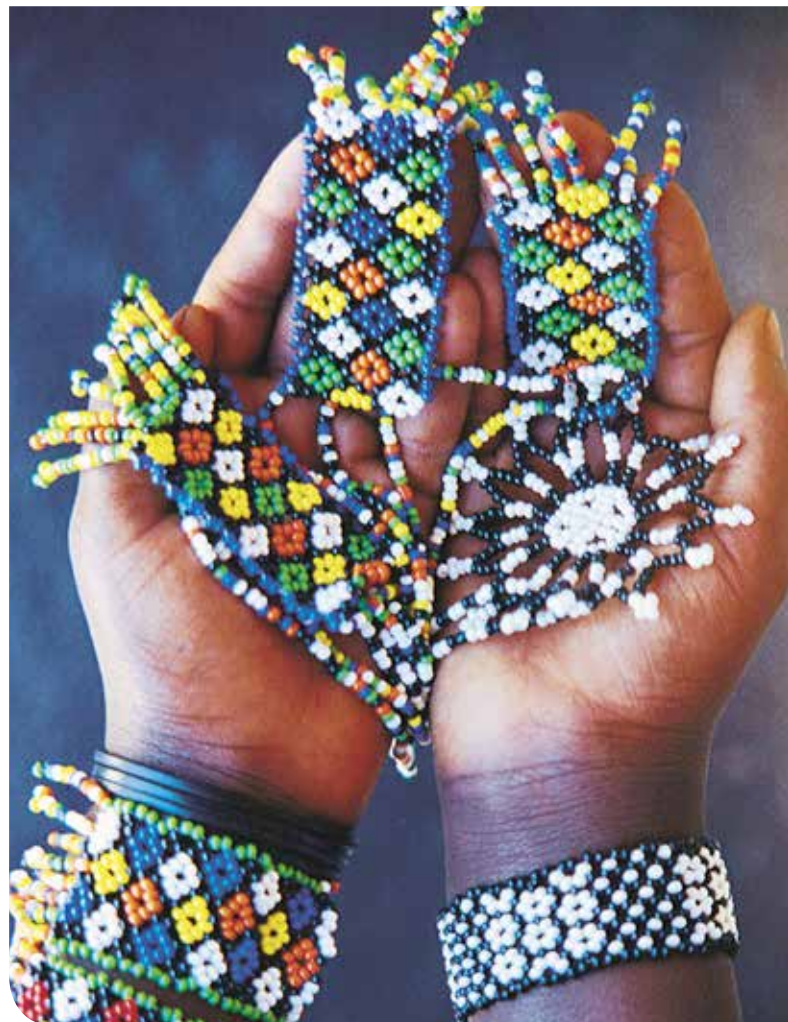
### **Bead Ladies (2012)**

Tourism plays a major role in our economy and many people from rural areas make their living from it. However inadequate funding sees some people failing to make ends meet. National Power purchased and supplied sewing machines, beads and fabric for three women in the Eastern Cape to make and sell their products to tourists visiting their area. The women had a business before but lacked proper material and had no sewing machines at all. National Power saw fit to equip them as part of its enterprise development.



### **Khanyisa (2018)**

National Power took it upon itself to empower young aspiring entrepreneurs by funding and mentoring two of its previous students to start their own business, as a result Khanyisa Lighting Solutions was established. The core functionality of the business is to pursue new development to provide efficient energy solutions to the industry it serves. The Company consist of four directors of whom two are major shareholders of National Power Contractors and whereby 75% is black owned. Inclusion of the two directors is to impart knowledge, business skills and set proper guidelines for these young entrepreneur thus Khanyisa Lighting Solutions can thrive and be competitive.



# Message from the CEO

I am very proud to be a part of a competent and ethical team. My vision is to make a difference and make friends on the journey of saving energy and the environment. Empowering the growth and supporting locally manufactured products are a necessity for the success of our lovely country.

Dave Bekink

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