

Flow Power builds end-to-end offering with iEnergytech

Energy retailer Flow Power has announced the acquisition of a strategic interest in award-winning, Australian-owned solar engineering company iEnergytech, bringing its solar installation in-house and integrating a range of “behind-the-meter*” solutions to deliver a complete turn-key offering for customers.

Building on Flow Power’s existing range of solutions, including electricity generation, retailing and customer engagement, the addition of iEnergytech’s services allows the business to integrate the behind-the-meter work of iEnergytech’s experienced team of engineers with Flow Power’s national customer base.

Matthew van der Linden, Managing Director of Flow Power, said: “Today’s announcement is a really important step forward for us and a reflection of our steady growth in what has been a difficult year for many businesses.”

“Customers sit at the heart of what we do, and this partnership is a crucial piece of the puzzle in giving both existing and new customers an end-to-end solution that allows them to better manage their energy.”

“iEnergytech has a really impressive reputation in the market already and are strongly aligned to our philosophy of customer centricity, innovation, and technical excellence.”

Flow Power will be integrating iEnergytech’s expertise across the following services:

- Behind-the-meter solar PV and energy storage solutions
- Enhanced quality and reliability outcomes across Flow Power’s existing utility-scale projects
- Energy-efficient lighting solutions
- Power use efficiency (e.g. Power Factor Correction)
- Compliance audits on existing solar PV and energy storage solutions

“We welcome the iEnergytech team to the Flow Power family, and while our work together is still in its early stages, we’re excited for the next phase and the possibilities that come with it.”

The acquisition is the latest investment in the Australian market by Flow Power majority owner OPTrust, alongside Beast Solutions in 2019 and numerous offtakes from wind and solar farms in the National Energy Market.

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*Behind the meter refers to anything that happens on-site, on the energy user's side of the meter. Conversely, anything that happens on the grid side is deemed to be in front of the meter.

ABOUT FLOW POWER

Flow Power is an electricity retailer transforming the way Australian businesses manage their energy. Since 2008 the company has found new and better ways to deliver reliable energy that brings costs down, and puts the power back in the customer's hands. In February 2018, Flow Power welcomed a major investor in the business Canadian Pension Fund, OPTrust, identifying Flow Power as an integral player in the Australian energy market, and attracted to its innovative thinking, IP and technology. Today, Flow Power services some of Australia's most iconic organisations including the Sydney Opera House, Australian Vintage Limited and the City of Sydney.