



PROGRESS SPARK

21 - 23 APRIL 2015, PERTH, AUSTRALIA

# Big Data Visualization with Sitefinity



Ben Shapiro  
Managing Director

## APJ Progress Spark Presentation



Customer Portal

# Agenda

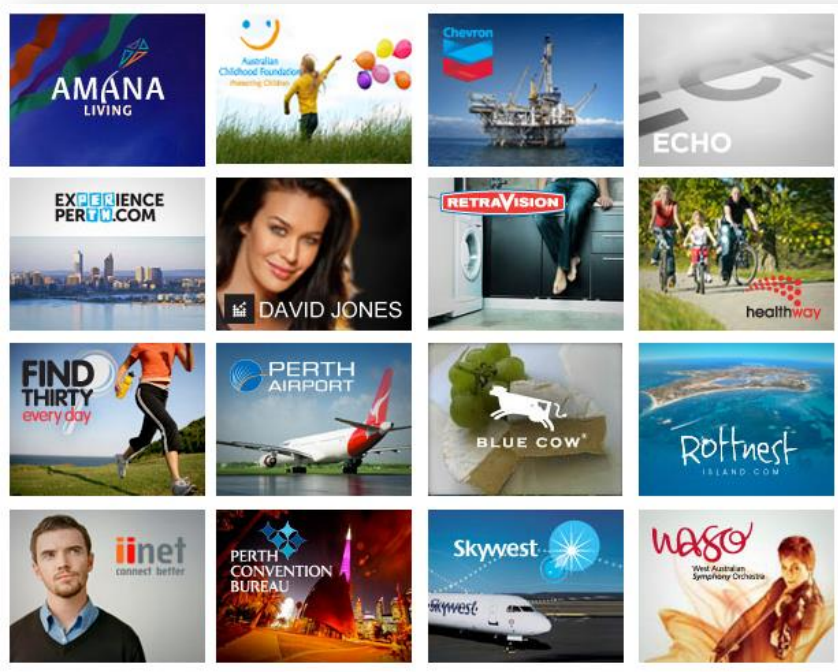
2:20 Background & Brief

Customer centric advantage

Power of insights

3:05 Questions





100+

IMPLEMENTATIONS

20

INDUSTRIES







130 COUNTRIES  
WORLDWIDE

\$1.8BN AUSTRALAN  
BILLINGS

19 YEARS  
EXPERIENCE

#1 CUSTOMER  
OF GOOGLE

25 INTEGRATED  
BUSINESSES

5,000+ SOLUTIONS  
DEPLOYED

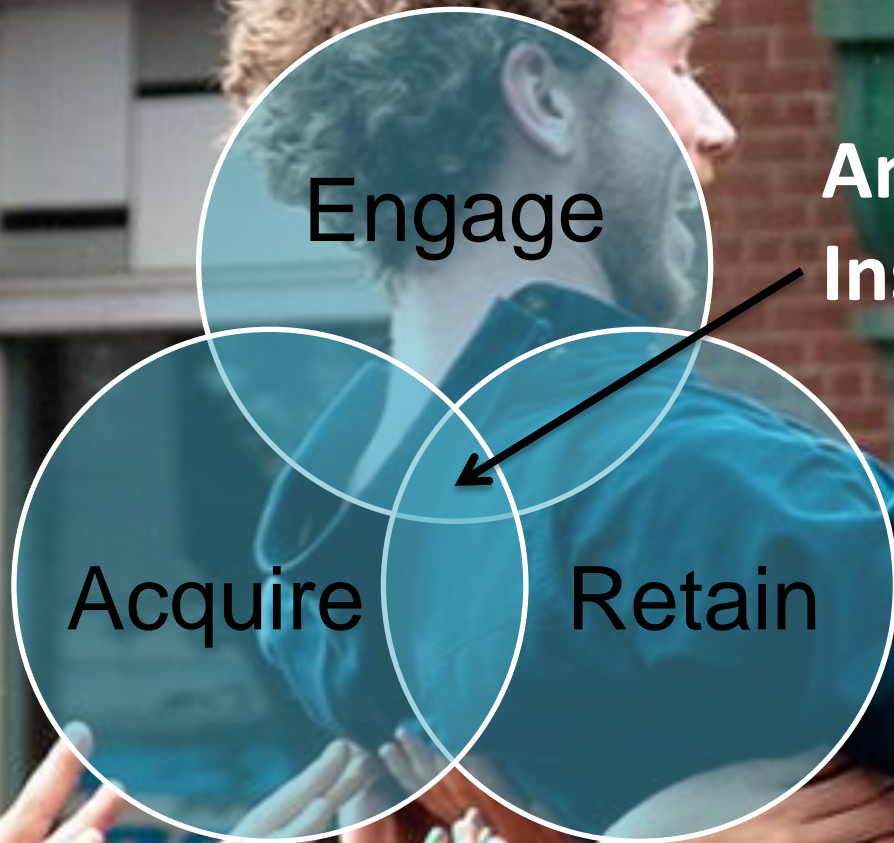
36,000 EMPLOYEES  
WORLDWIDE

1,300 EMPLOYEES  
ACROSS ANZ

70+ PEOPLE  
NATIONWIDE



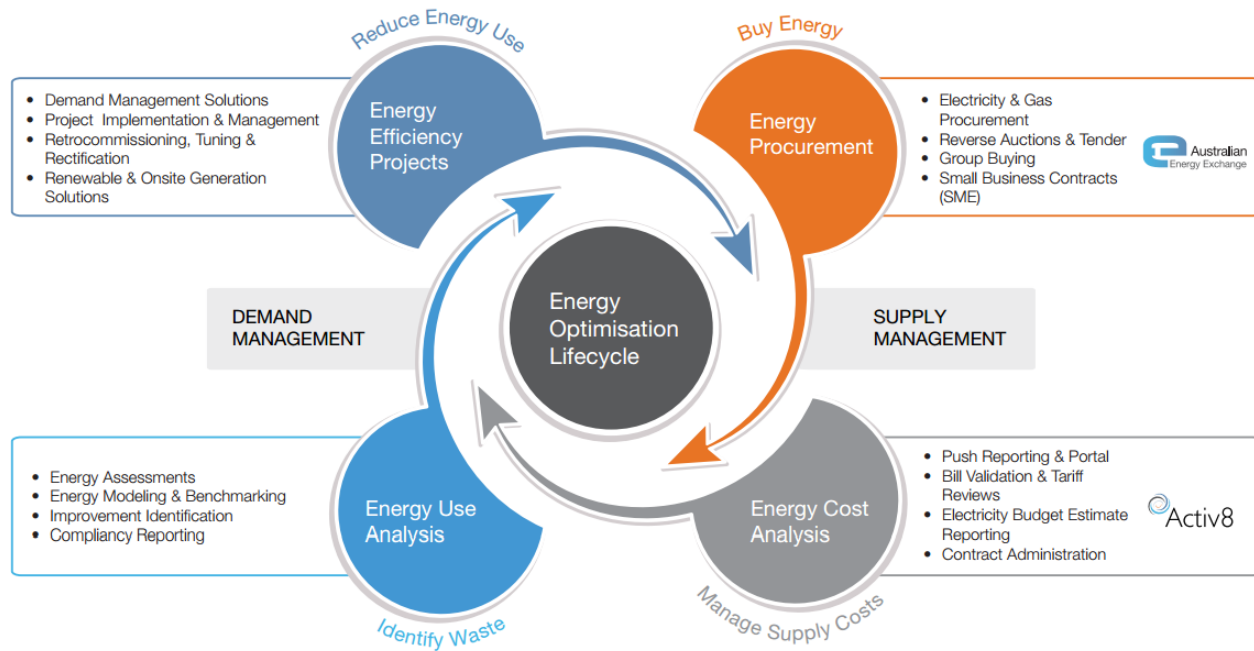
Customer Portal



**Analytics  
Insight**







over  
18,000

Energy Procurement  
large & small market sites  
under contract

over  
9,000

Contract Management & Energy  
Reporting large market sites  
under management



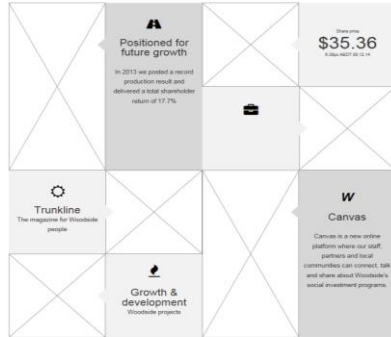


# Recipe For Success

## Ingredients:

1 Teaspoon of Ideas

1 Pinch of Perseverance



#### Announcements

04.10	Apprentice 10 (7 items)
20.11	Apprentice 20 (2 items)
27.11	Apprentice 27 (2 items)
07.11	0001 Project Approval (Development of Palaeogeographic Profile)
08.11	0002 Project Approval (Development of Palaeogeographic Profile)
12.11	Apprentice of New Gasoline Director
18.11	0003 Project Approval (Development of Palaeogeographic Profile)

[View all announcements](#)

#### Collective Impact - reimagining

in focus

in focus

in focus

#### Contact us

Head Office  
Level 10, 1000  
Riverside Plaza  
1000 Riverside Plaza  
Perth WA 6000  
AUSTRALIA

T: +61 8 9446 4000  
F: +61 8 9214 2777

[Woodside\\_group\\_contact.html](#)

Marketing Address  
Woodside Group Ltd  
GPO Box 2108  
Perth WA 6000  
AUSTRALIA

#### Follow us

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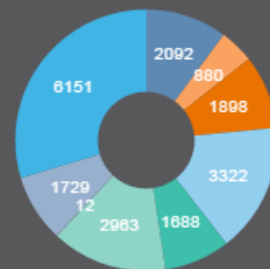
#### Keep in touch

Your email address  
Enter your email address and we'll send you our latest news and updates.



## Our Sites

20,735



Strata	6,151	
Hospitality	3,322	
Manufacturing	2,963	
Commercial	2,092	
Health Care	1,898	
Retail	1,729	
Infrastructure	1,688	
Education	880	
Mining	12	

# HTML

# handlebars



# {JSON}



Select Groups

Ambiance Group Pty Ltd

Ambience on Burleigh CTS 37449

Avery Dennison RBIS Pty Ltd

Bicknell B & K

Biomerieux Australia Pty Ltd

Biosis Pty Ltd

Birds Smallgoods Pty Ltd

Birdvale Pty Limited

Bribie Island Surf Life Saving Supporters C...

Combined Golf clubs

Dalby Bio-Refinery Limited

Debilu Pty Ltd

Select Portfolios

Biomerieux Australia Pty Ltd

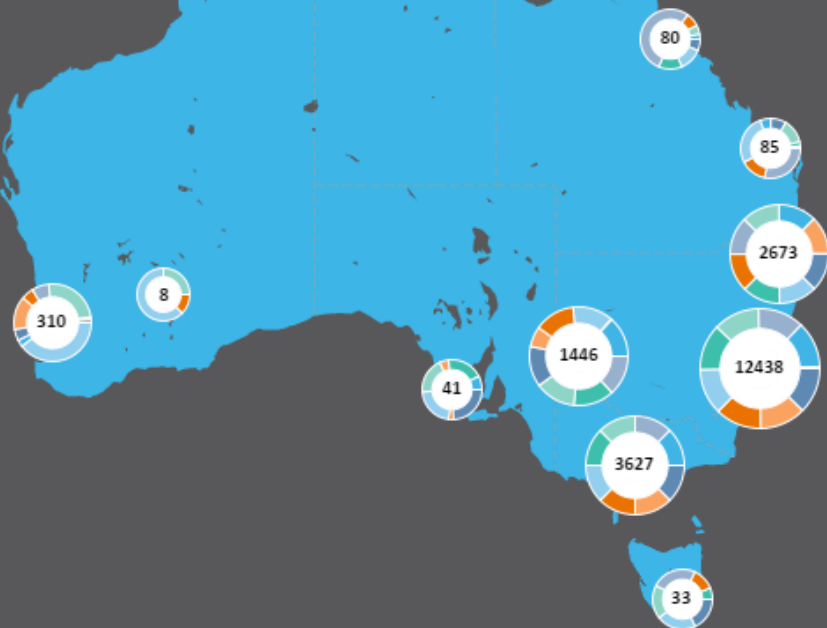
Select Sites

20/1 Maitland Place Baulkham Hills (NMI: 4310010885)

41 Borthwick Avenue Murarrie (NMI: QB13351605)



## Our Locations



Google

Commercial Retail Strata Hospitality Health Care Education Infrastructure Manufacturing Mining



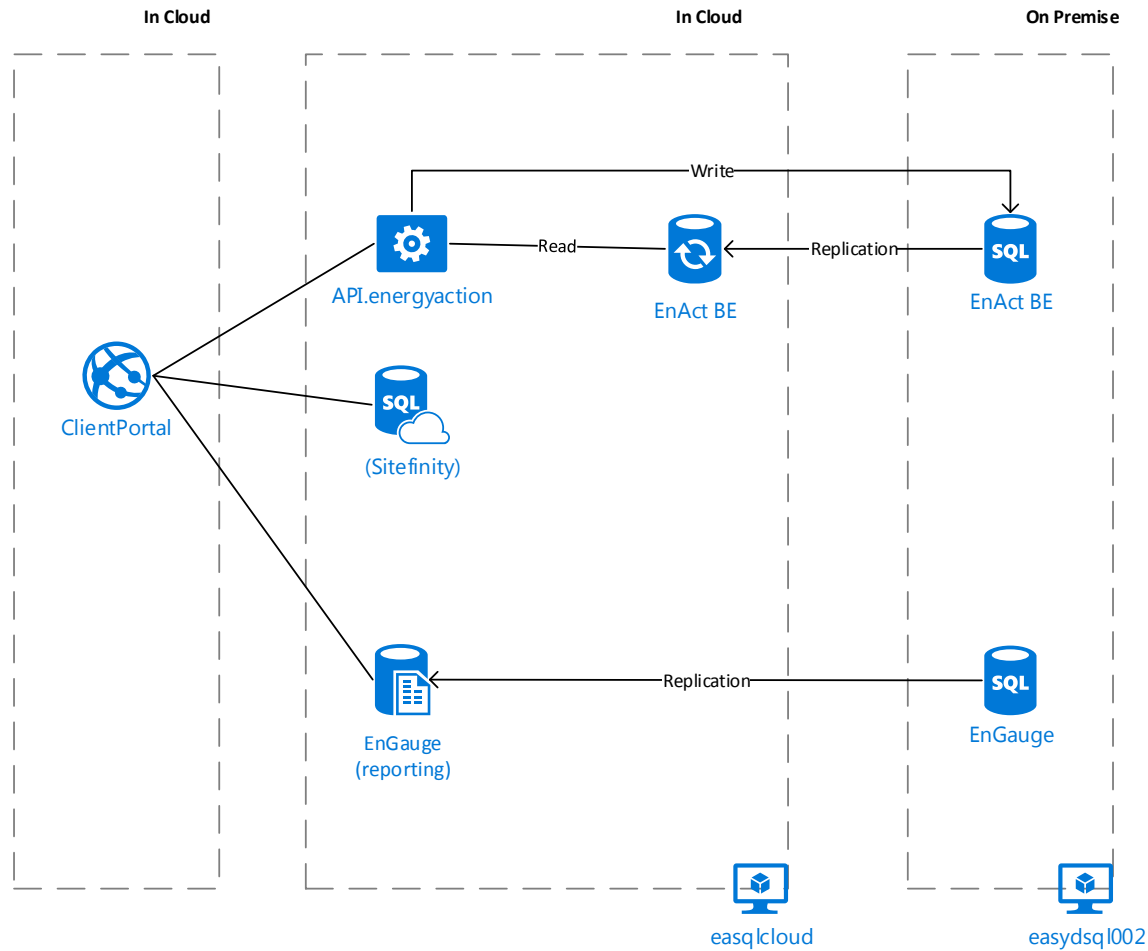


 Windows Azure



unlimited possibilities





Microsoft Azure

CREDIT STATUS

Subscriptions

ALL ITEMS

WEB APPS

4

VIRTUAL MACHINES

3

MOBILE SERVICES

0

CLOUD SERVICES

4

SQL DATABASES

0

STORAGE

13

HDINSIGHT

0

MEDIA SERVICES

0

SERVICE BUS

0

VISUAL STUDIO ONLINE

0

CACHE

0

BIZTALK SERVICES

0

RECOVERY SERVICES

0

all items

NAME	TYPE	STATUS	SUBSCRIPTION	LOCATION
Vivid Group	Directory	Active	Shared by all Vivid Group...	Asia, Europe, United ...
eaportaldev	Cloud service	Created	EnergyExchange_Dev	Australia East
EAPortal	Virtual Network	Created	EnergyExchange_Dev	Australia East
eaportal	Storage Account	Online	EnergyExchange_Dev	Australia East
eaportaldev	Storage Account	Online	EnergyExchange_Dev	Australia East
eareports	Storage Account	Online	EnergyExchange_Dev	Australia East
easqlcloud	Storage Account	Online	EnergyExchange_Dev	West US
easqlcloud0pd03m2m	Storage Account	Online	EnergyExchange_Dev	West US
easqlclouddb	Storage Account	Online	EnergyExchange_Dev	Australia East
eavpntest	Storage Account	Online	EnergyExchange_Dev	West US
eawebiste	Storage Account	Online	EnergyExchange_Dev	Australia East
energyaction	Storage Account	Online	EnergyExchange_Dev	EAWest (West US)
energyexchange	Storage Account	Online	EnergyExchange_Dev	West US
energyexchangealpha	Storage Account	Online	EnergyExchange_Dev	West US
portalvhdsdk3659pr0qcdp	Storage Account	Online	EnergyExchange_Dev	West US
portalvhdsjmf3sxp5wy1w7	Storage Account	Online	EnergyExchange_Dev	South Central US
easqlcloud	Cloud service	Running	EnergyExchange_Dev	Australia East
easqlcloud	Virtual machine	Running	EnergyExchange_Dev	Australia East
eawebiste	Web app	Running	EnergyExchange_Dev	Australia East

NEW

DELETE

1





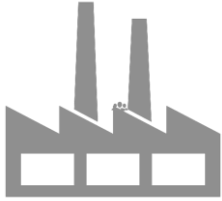
System of  
Record

System of  
Engagement





# Competitive Advantage



## 1900 - Age of Manufacturing

- Assembly Lines
- Mass manufacturing makes industrial powerhouses successful.



## 1960 - Age of Distribution

- Supply Chains
- Global connections and transportation systems make distribution key .



## 1990 - Age of Information

- Automation
- Connected PC's and supply chains mean those that control information.

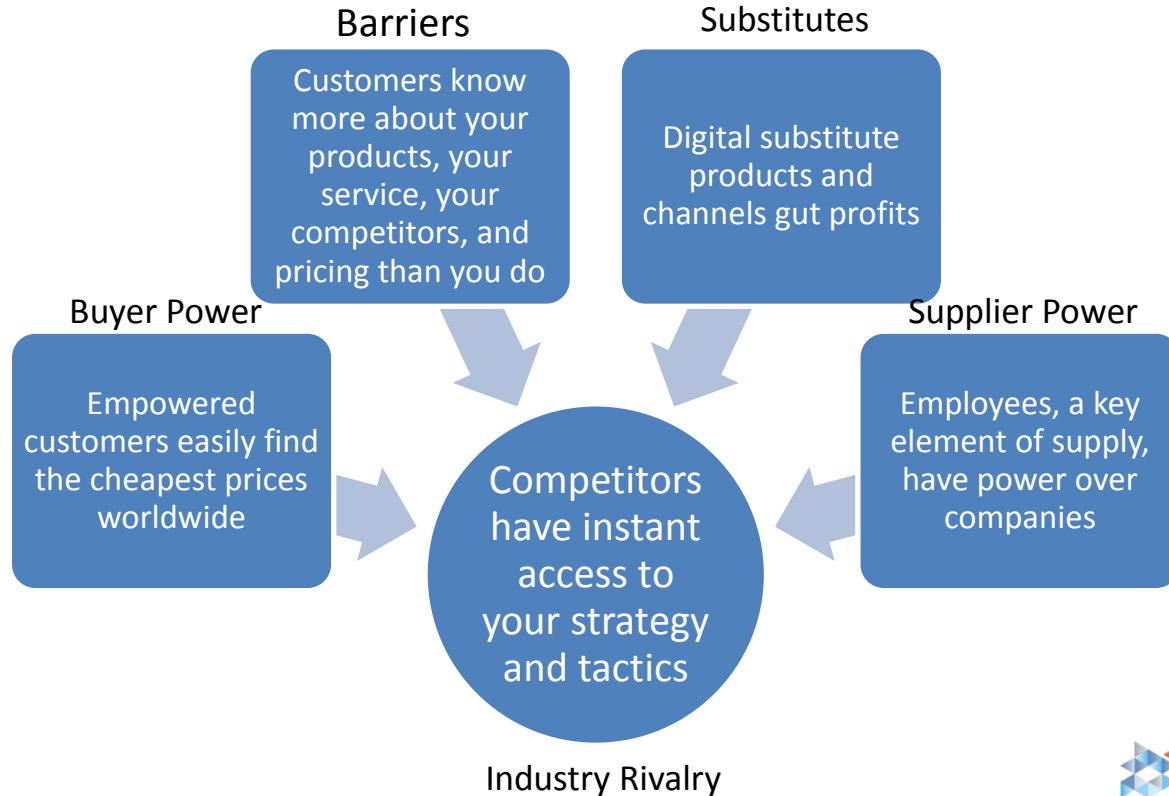


## 2010+ - Age of Customer

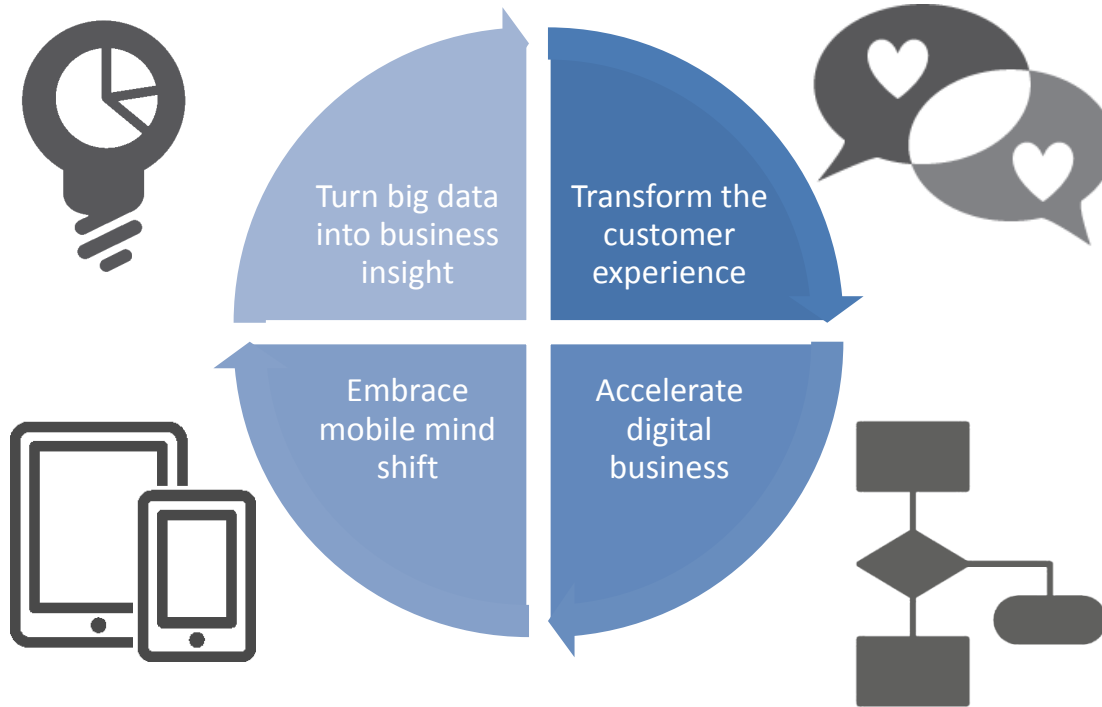
- Engagement
- Obsession with understanding, connecting with, and serving customers.



# Landscape is changing



# Key Strategies

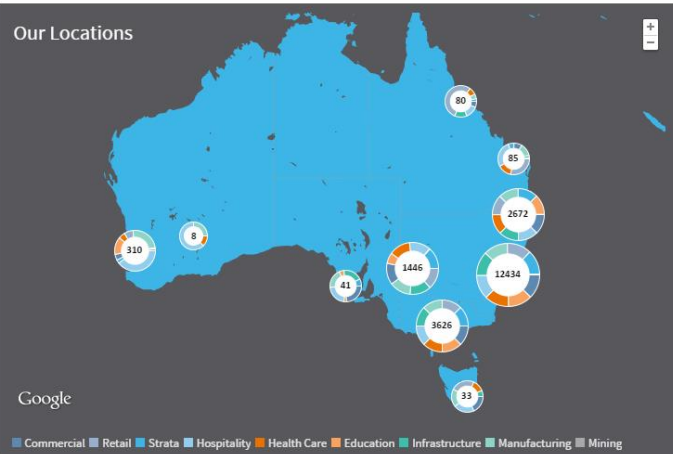


FORRESTER

# Transform the Customer Experience



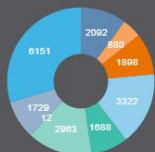
## Our Locations



Last login: 17 Apr 2015 5:50

## Our Sites

20,735



Strata	6,151
Hospitality	3,322
Manufacturing	2,963
Commercial	2,092
Health Care	1,898
Retail	1,729
Infrastructure	1,688
Education	880
Mining	12

## Our Portfolio

\$ 925,528,739

Annual Electricity Spend Under Management

6,152,778 MWh

Annual Electricity Usage Under Management

## Our Services



## Latest News

Competition Policy Review touches on the Gas and Electricity sector

08 APR 2015

[Read more](#)

NSW Asset Sale

08 APR 2015

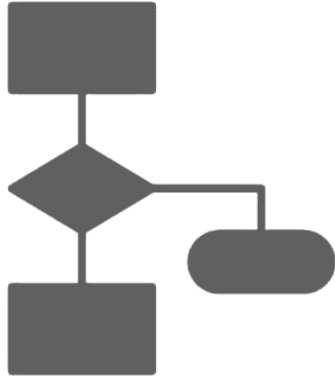
[Read more](#)

Changes to the Building Energy Efficiency Act

08 APR 2015

[Read more](#)

# Accelerate business agility and customer value



Select Groups

Baiada Poultry Pty Limited

Fenning Bairnsdale Pty Ltd

Saint-Gobain Abrasives Pty Ltd

Select Portfolios

A.J Hessels & M.W Hessels

Aradlay Investments Pty Ltd

Baiada Poultry Pty Limited

Bartter Enterprises Pty Limited

BPL Adelaide Pty Limited t/as Adelaide Po...

BPL Melbourne Pty Limited

C B Alexander Foundation

CF Teitzel & SC Teitzel

Darrell W Harvey & Bernadette Z Searle

J L Dingle Pty Ltd

KT Davis & TA Davis

Palm Marie Farms Pty Ltd

Select Sites

VIEW EXECUTIVE DASHBOARD

PORTFOLIO USER MAINTENANCE



FYTD Usage (kWh)  
Jul 14 - Mar 15

140,724,738

vs Prev FYTD Usage  
Jul 13 - Mar 14

1%\*

FYTD Spend  
Jul 14 - Mar 15

\$ 24,118,755

vs Prev FYTD Spend  
Jul 13 - Mar 14

12%\*

MTD Usage (kWh)  
as at 15 Apr 15

7,466,144

vs MTD Prev Year Usage  
as at 15 Apr 14

7%\*

Mar 15 Spend

\$ 2,850,076

vs Feb 15 Spend

4%

CO2 Emission (Tons)  
Jul 14 - Mar 15

121,954

vs CO2 Emission (Tons)  
Jul 13 - Mar 14

0%\*

Spend by Month and Year

#### Spend Breakdown

\$24,118,755



Retail  
Network  
Environmental  
Market  
Carbon  
Metering

Cases Under Management

3

Closed Cases FYTD

178

Credits Achieved  
Jul 14 - Mar 15

\$ 376,142

Potential Savings  
Jul 14 - Mar 15

\$ 18,700

Total Number of Sites Under Management: 96

Filter by Region

- ☒ Select All
- ☒ New South Wales
- ☒ Queensland
- ☒ South Australia
- ☒ Victoria

Filter by Portfolio

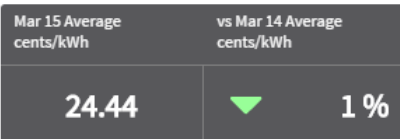
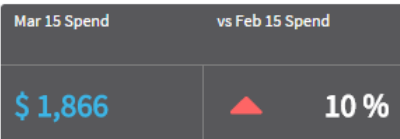
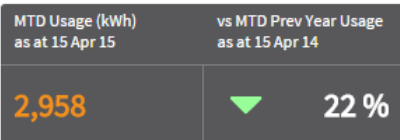
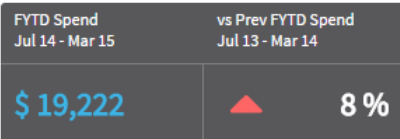
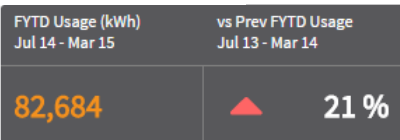
- ☒ Select All
- ☒ A.J Hessels & M.W Hessels
- ☒ Aradlay Investments Pty Ltd
- ☒ Baiada Poultry Pty Limited
- ☒ Bartter Enterprises Pty Limited
- ☒ BPL Adelaide Pty Limited t/as Adelaide Poultry
- ☒ BPL Melbourne Pty Limited
- ☒ C B Alexander Foundation

View Reports

FILTER

VIEW PORTFOLIOS



[Back to Executive](#)[Single Site](#)[Rochedale Hatchery, 340 Rochedale Road Rochedale \(NMI: QB03674932\)](#)

## Spend Breakdown

\$19,222



Retail	\$4,774
Network	\$11,181
Environmental	\$825
Market	\$56
Carbon	\$0
Metering	\$2,386

## Highest Peak Demand (kVA) in Last 12 Months

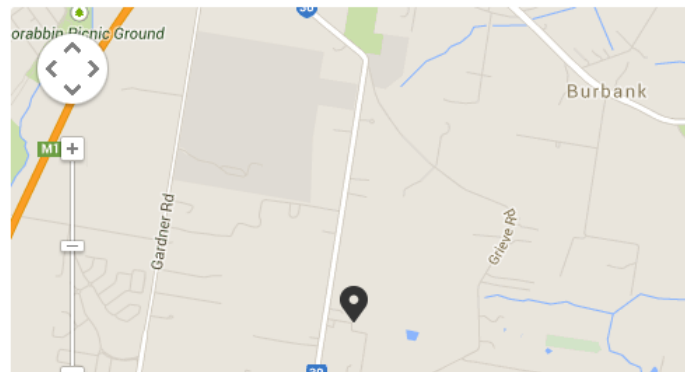
30	11/12/2014
	11:30

Power Factor as at  
11/12/2014 11:30

0.88

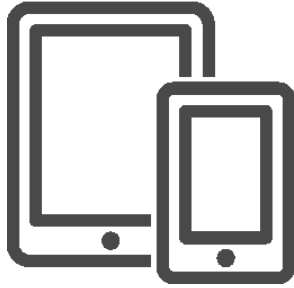
## Links

<a href="#">Consolidated Monthly Summary Report</a>	<a href="#">Customer Payment File Report</a>
<a href="#">Daily Summary Report</a>	<a href="#">Weekly Summary Report</a>
<a href="#">Monthly Summary Report</a>	<a href="#">NMI Range Report</a>



Spend by Month and Year

# Mobile to serve moments of need



62%

Mobile-friendly  
website



42%

Mobile app



23%

Location-specific  
experience

FORRESTER



**92%** of  
Australians use  
the internet\*



**70%** go  
online with a  
mobile phone\*



**50%** go  
online with a  
tablet computer\*



**10.7 million**  
internet users go online  
more than once a day†



**10.9  
million**  
made an  
e-commerce  
transaction†



**54%** of  
internet users  
engage in blogs  
and online  
communities†



**49%** of  
employed  
Australians are  
digital workers\*

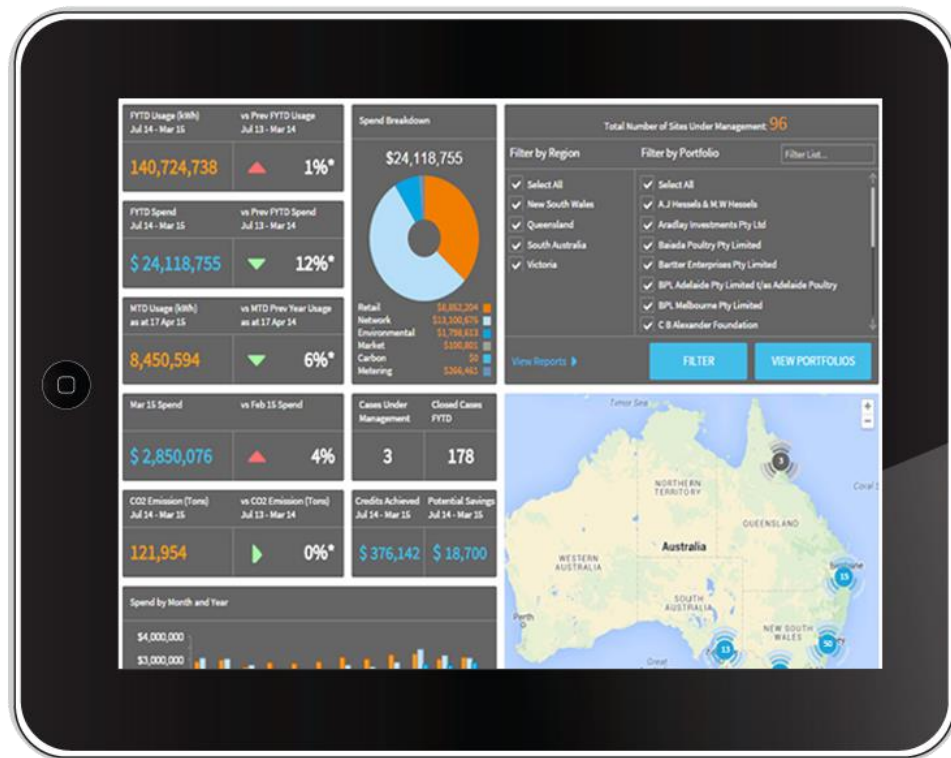
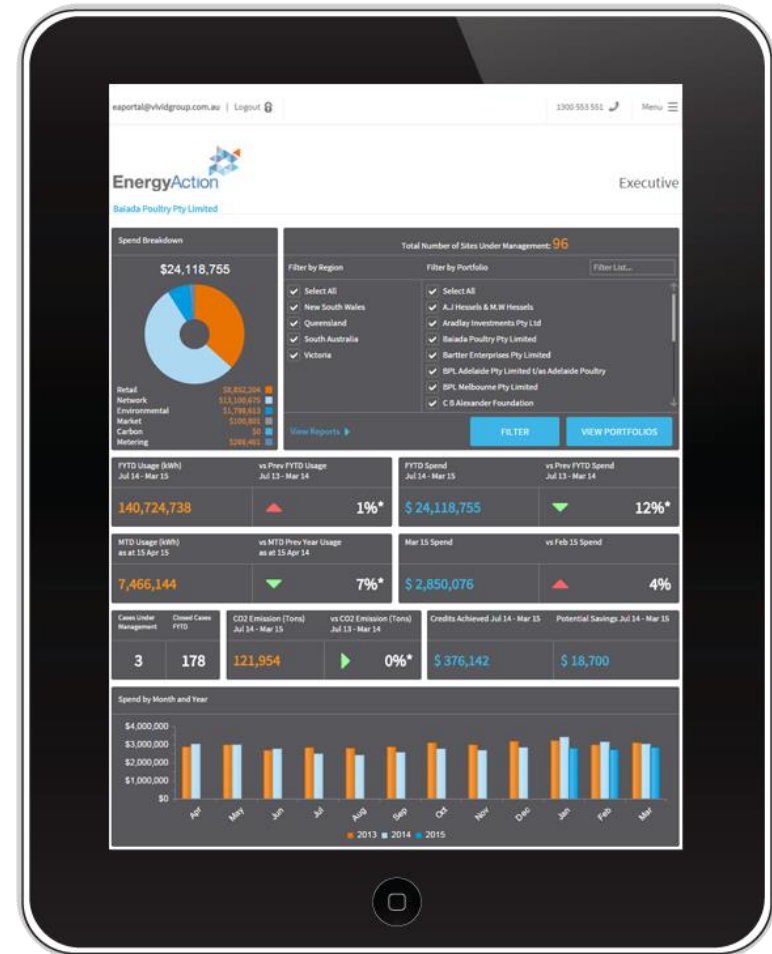


**97%** growth in  
volume of mobile  
data downloaded  
in the June Q2014  
(over June Q2013)‡



**#MOBILEGEDDON**

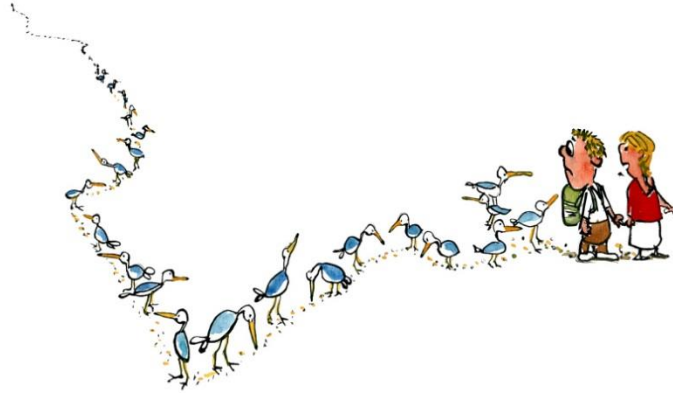






```
var job = new Job();  
var rand = new Rand();  
  
// do some work...  
  
if (job.PercentComplete < 100)  
    Work.Continue();  
else  
    Relax(new Pastime(rand.Next()));
```

# Data insights for continuous improvement

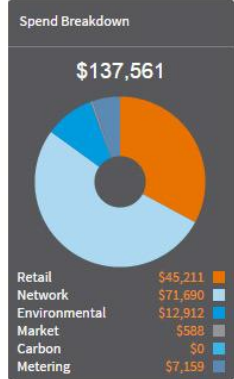
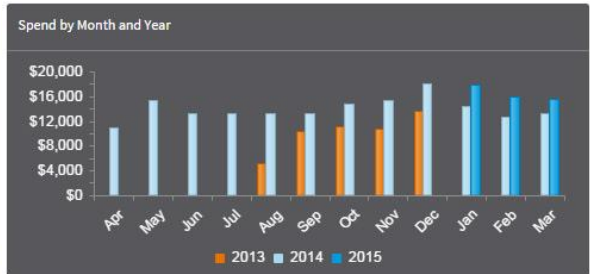
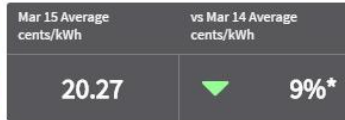
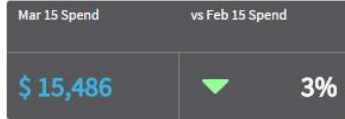
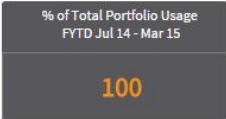
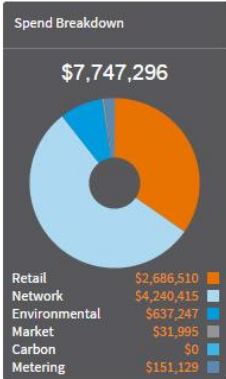
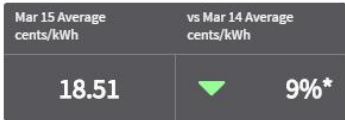
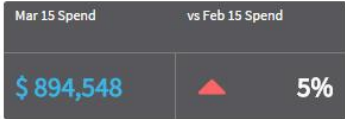
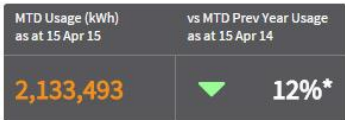


Hansel, Gretel and the Breadcrumb Birds

By HikingArtist.com







Total Number of Sites Under Management: **3**

Filter by Region

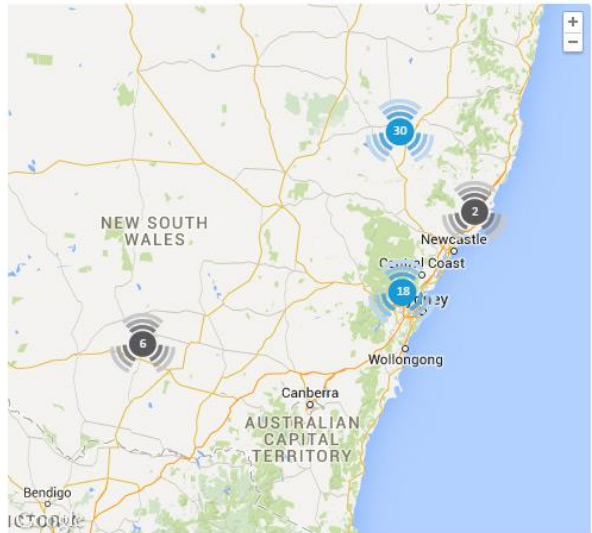
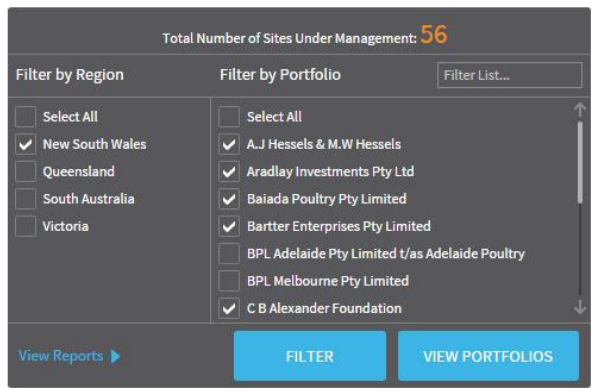
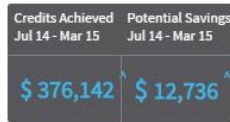
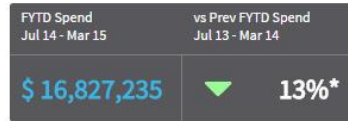
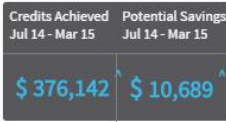
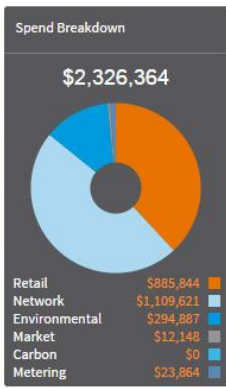
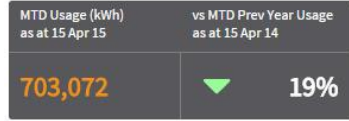
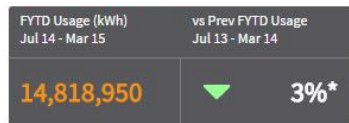
☒ Select All  
☒ Victoria

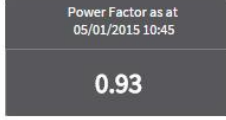
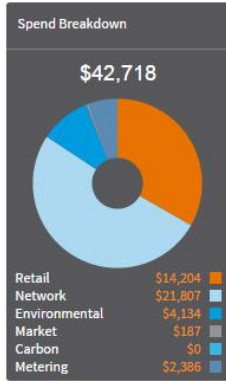
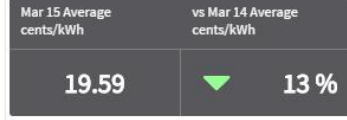
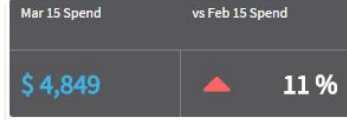
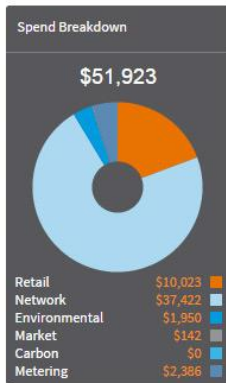
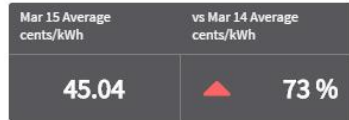
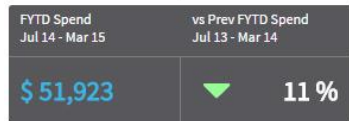
Filter by Sites

☒ Select All  
☒ 64 Hardhills Road, St Arnaud (NMI: 6203777521)  
☒ Site 1/0 Hardhills Road St Arnaud (NMI: 6203767073)  
☒ Wills Street, St Arnaud (NMI: 6203003049)

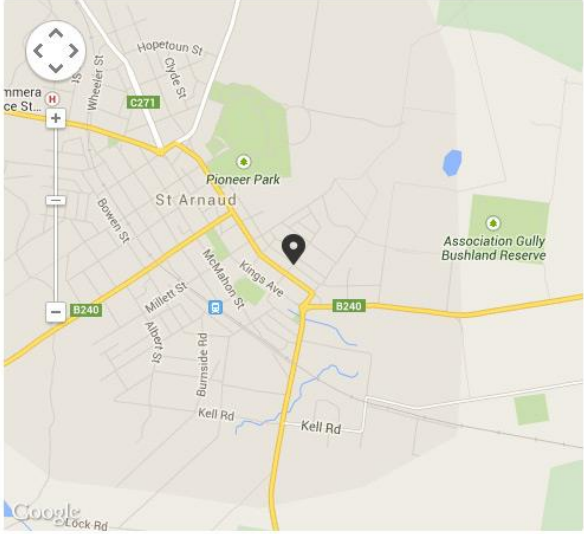
[View Reports](#) [FILTER](#) [VIEW SITE](#)







Links	
Consolidated Monthly Summary Report	Customer Payment File Report
Daily Summary Report	Weekly Summary Report
Monthly Summary Report	NMI Range Report







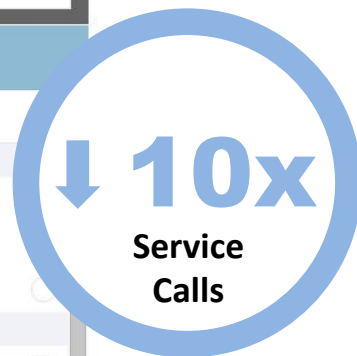
**Baiada Poultry Pty Limited**
Baiada Poultry Pty Limited ▼

Filter by Name

Portfolio	Contacts	Access Level
A.J Hessels & M.W Hessels <input checked="" type="checkbox"/>	<b>A.J Hessels &amp; M.W Hessels</b>	
Aradlay Investments Pty Ltd <input type="checkbox"/>	Brett Kirk	Manager
Baiada Poultry Pty Limited <input type="checkbox"/>	Katie Judd (Invited)	User
Bartter Enterprises Pty Limited <input checked="" type="checkbox"/>	Mike Hessels (Invited)	Manager
BPL Adelaide Pty Limited t/as Adelaide Poultry <input type="checkbox"/>	<b>Bartter Enterprises Pty Limited</b>	
BPL Melbourne Pty Limited <input type="checkbox"/>	Beresfield Environmental (Invited)	Manager
C B Alexander Foundation <input type="checkbox"/>	Brett Kirk	Manager
CF Teitzel & SC Teitzel <input type="checkbox"/>	Katie Judd (Invited)	User
Darrell W Harvey & Bernadette Z Searle <input checked="" type="checkbox"/>	<b>Darrell W Harvey &amp; Bernadette Z Searle</b>	
J L Dingle Pty Ltd <input type="checkbox"/>	Brett Kirk	Manager
	Darrell Harvey (Invited)	Manager

To add a contact to multiple portfolios select more than one above
ADD USER
REMOVE USER
DEACTIVATE USER

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GENERAL DISCLAIMER | PRIVACY & SECURITY | DISCLAIMER AFSL NO. 362843 | ABN 90 137 363 630



**Baiada Poultry Pty Limited**

Filter by Name

Portfolio

A.J Hessels &amp; M.W Hessels

Aradlay Investments Pty Ltd

Baiada Poultry Pty Limited

Bartter Enterprises Pty Limited

BPL Adelaide Pty Limited t/as Adelaide Poul

BPL Melbourne Pty Limited

C B Alexander Foundation

CF Teitzel &amp; SC Teitzel

Darrell W Harvey &amp; Bernadette Z Searle

J L Dingle Pty Ltd

*i* To add a contact to multiple portfolio

© ENERGY ACTION

GENERAL DISCLAIMER

Create a New Contact

X

First Name \*

Last Name \*

Access Level

User

Email \*

Job Title

Work Phone

Mobile Phone

Work Fax

Second Phone

Second Email



Select an existing contact

CREATE CONTACT

Baiada Poultry Pty Limited

Access Level

Manager

User

Manager

Manager

Manager

User

Manager

Manager

DEACTIVATE USER

DEACTIVATE USER





Baiada Poultry Pty Limited

Baiada Poultry Pty Limited ▼

Filter by Name

Select an existing contact to create a user



Filter By:

Name

Abu Rahman  
Beresfield Environmental  
Bernadette Mortensen  
Darrell Harvey  
Dean Kent  
Jennifer Douglas  
Joanne Schelle  
John Dingle  
John Warner

Access Level

User ▼

 Create new contact

SELECT

Access Level

Manager ⓘ

User ⓘ

Manager ○

Manager ○

Manager ⓘ

User ⓘ

Manager ⓘ

Manager ○

USER

DEACTIVATE USER

DashboardPagesContentDesignAdministrationMarketing





















Users

Low siteTelerikSitefinity CMS

Help & ResourcesAdministrator AdminProfileLogout

Create a userDeleteAssign to role...Unassign from role...Search...

Views

USERNAME / ROLES	EMAIL / NAME	REGISTRATION	STATUS	LAST LOGIN
 <b>abarrie@iw.org</b> Contact	Aran Barrie abarrie@iw.org	24 Feb, 2015	Online	24 Feb, 2015, 08:25
 <b>abu_rahman@balaada.com.au</b> Contact	Abu Rahman abu_rahman@balaada.com.au	03 Mar, 2015	Online	03 Mar, 2015, 10:53
 <b>accounts@bermaguicountryclub.com.au</b> Contact	Kylie Weik accounts@bermaguicountryclub.com.au	18 Feb, 2015	Online	18 Feb, 2015, 07:54
 <b>accounts@buckleys.com.au</b> Contact	Michael Tonks accounts@buckleys.com.au	16 Apr, 2015	Online	16 Apr, 2015, 10:05
 <b>accounts@merimbulagolf.com.au</b> Contact	Tania Boyd accounts@merimbulagolf.com.au	09 Feb, 2015	Offline	09 Feb, 2015, 08:19
 <b>accounts@piercingengineering.com.au</b> Contact	Mark Pierce accounts@piercingengineering.com.au	09 Feb, 2015	Online	09 Feb, 2015, 08:42
 <b>accounts_townsville@rydges.com</b> Contact	Shana Skinner accounts_townsville@rydges.com	03 Feb, 2015	Offline	03 Feb, 2015, 10:21
 <b>adam@stiskala.id.au</b> Contact	Adam Stiskala adam@stiskala.id.au	07 Mar, 2015	Online	07 Mar, 2015, 01:50
 <b>adambronks@energyaction.com.au</b> Contact	Adam Bronks adambronks@energyaction.com.au	11 Feb, 2015	Online	11 Feb, 2015, 08:13
 <b>adamsg@ramsayhealth.com.au</b> Contact	Geoff Adams adamsg@ramsayhealth.com.au	13 Feb, 2015	Offline	13 Feb, 2015, 11:24
 <b>adav3456@bigpond.net.au</b> Contact	Elaine Davies adav3456@bigpond.net.au	03 Feb, 2015	Online	03 Feb, 2015, 05:48
 <b>adel.salman@begacheese.com.au</b> Contact	Adel Salman adel.salman@begacheese.com.au	29 Jan, 2015	Online	29 Jan, 2015, 11:28
 <b>adelaide_environment@balaada.com.au</b> Contact	BPL Adelaide Environmental Dept adelaide_environment@balaada.com.au	06 Mar, 2015	Offline	06 Mar, 2015, 08:10
 <b>adelaideops@newsat.com</b> Contact	Adelaide Ops adelaideops@newsat.com	21 Jan, 2015	Offline	21 Jan, 2015, 12:21
 <b>admin</b> Staff, Administrators, BackendUsers	Administrator Admin evan@vividgroup.com.au	07 May, 2014	Online	17 Apr, 2015, 02:52
 <b>admin@depaulvilla.com.au</b> Contact	Annette Mitchell admin@depaulvilla.com.au	18 Feb, 2015	Offline	18 Feb, 2015, 09:07
 <b>admin@elgins.com.au</b> Contact	Steven Webster admin@elgins.com.au	03 Feb, 2015	Online	03 Feb, 2015, 10:30
 <b>admin@kurandafoodworks.com.au</b> Contact	Ray Perry admin@kurandafoodworks.com.au	27 Feb, 2015	Online	27 Feb, 2015, 07:03
 <b>admin@mermaidbowls.com.au</b> Contact	Hugh Mackenzie admin@mermaidbowls.com.au	23 Jan, 2015	Online	23 Jan, 2015, 11:54
 <b>admin@nadac.com.au</b> Contact	Claudia Bitancourt admin@nadac.com.au	18 Feb, 2015	Offline	18 Feb, 2015, 06:45

12345678910...

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Users by role

All Users

- Online backend users
  - Administrators
  - Authors
  - BackendUsers
  - Contact
  - Customers (ecommerce)
  - Designers
  - Editors
  - Moderators (comments)
  - Moderators (forums)
  - Staff
  - Users
- Manage Roles

Settings for Users

- Permissions
- Manage Profile types

Learn more with video tutorials

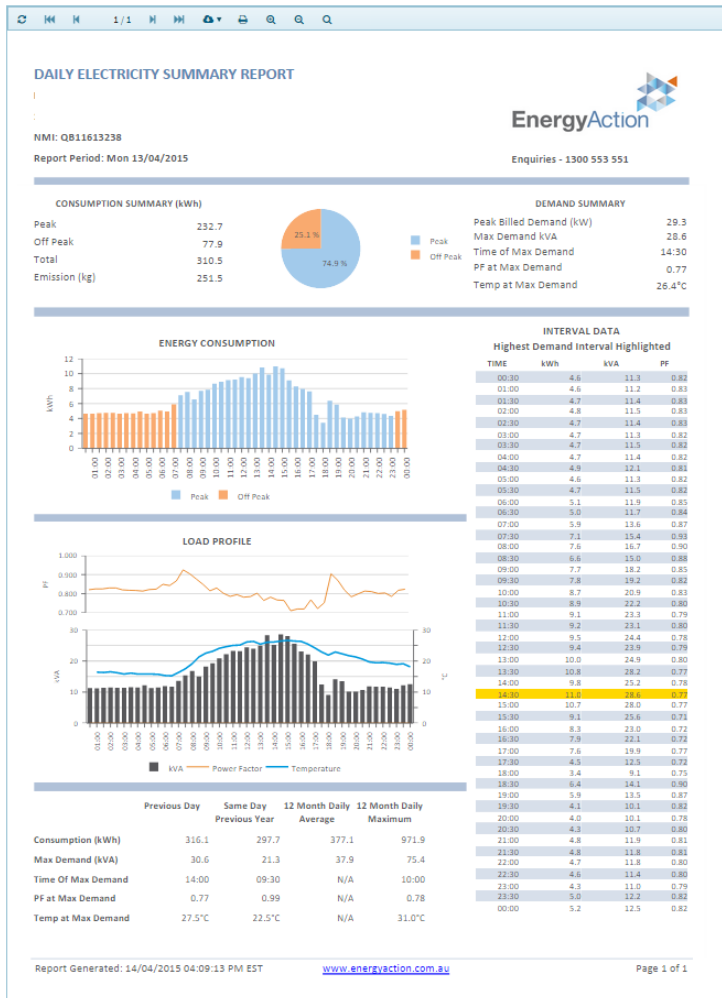
- User management (3:21 min)
- Role management (0:53 min)
- Permissions management (2:02 min)

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Documentation



Customer Portal



# Daily Electricity Summary Report



- Monthly Electricity Summary Report

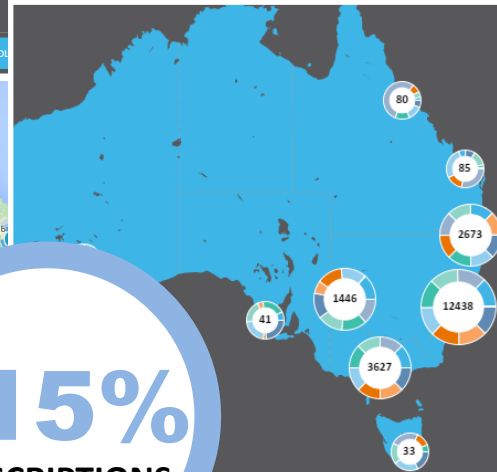
# Energy Action – Service Transformation

↓ **10x**  
SERVICE CALLS

**9,000+**  
CUSTOMERS



↑ **15%**  
SUBSCRIPTIONS





“We have received very positive feedback from our key multi-site National Clients indicating that our relationship is stronger as a result of improved service delivery through the Client Portal. “

Michael Johnson, Energy Action



Customer Portal



## Baiada Poultry Pty Limited

FYTD Usage (kWh)

Jul 14 - Dec 14

110,191,883

vs Prev FYTD Usage

Jul 13 - Dec 13

2%\*

FYTD Spend

Jul 14 - Dec 14

\$18,405,056

vs Prev FYTD Spend

Jul 13 - Dec 13

11%\*

## Spend Breakdown

\$18,405,056



Retail  
Network  
Environmental  
Market  
Carbon  
Metering

Total Number of Sites Under Management: 101

## Filter by Region

- ☒ Select All
- ☒ New South Wales
- ☒ Queensland
- ☒ South Australia
- ☒ Victoria

## Filter by Portfolio

- ☒ Select All
- ☒ Adelaide & M.V. & S.
- ☒ Adelaide Investments Pty Ltd
- ☒ Baiada Poultry Pty Limited
- ☒ Barter Enterprises Pty Limited
- ☒ BPL Adelaide Pty Limited t/as Adelaide Poultry
- ☒ BPL Melbourne Pty Limited
- ☒ C B Alexander Foundation

View Reports

FILTER

VIEW PORTFOLIOS

Cases Under Management

Closed Cases FYTD

Timor Sea

