



## dilkara in brief

dilkara is a company founded in late 2007 in Randwick, in Sydney's eastern suburbs. dilkara was created to offer best-of-breed technologies and services in the environmental field. We are technology integrators and offer our clients a holistic approach to business sustainability. We offer a suite of services including environmental assessment, auditing, design and monitoring, from data centres to commercial and residential building development.

## dilkara in detail

dilkara is a new company started in November 2007 and based in Randwick in Sydney's eastern suburbs. The founders of dilkara come from varying backgrounds including technology and finance and bring a fresh and holistic approach to the provision of new environmental services and products.

We want to promote more rapid take-up of new environmental technologies and services by greater promotion of the commensurate benefits they offer to business efficiency and the all important bottom line. Initially we are offering our expertise to business but we have several innovative schemes in the pipeline to offer consumers and residents as the company moves forward.

We offer:

- Design services from data centres to building technology integration
- Environmental auditing and assessment so your business can gain an understanding of its carbon footprint, including energy monitoring
- Strategies to mitigate excess energy consumption
- Technology integration – roll out new technologies as they become available
- Research of current best practice in sustainable business frameworks, both global and local
- Strategic advice on current industry building standards including ABGR/NABERS

## dilkara in depth

dilkara was founded in November 2007 and is based in Randwick in the eastern suburbs of Sydney. The roots of the company go back to the early 2000's when several of the company creators started to explore the idea of a new type of environmentally-focused company that would combine the ability to promote sustainable outcomes for business with practical application of new technologies that also benefit business efficiency. The aim is to combine the idealism and creativity of an environmental focus with the practical and measurable outcomes that business requires and demands.

The people behind dilkara are committed to sustainable technologies but come from hard-headed business environments that focus on results and achieving measured outcomes. We recognize that many businesses have not valued efficiency in their energy profiles nearly as much as they value efficiency in other areas of their business, a normal response given the pricing structures of energy



and water in this country. However the paradigm has changed in the new millennium as rising energy and fuel prices combined with increasing government legislation and consumer agitation for business to be better guardians of the environment have led to an increased need for new sustainable solutions to be embraced by business.

As the easy solutions are exhausted, however, there is a real need for business to think more widely about how they can combine efficiency with a better sustainability profile. We at dilkara have recognized that there is a reluctance to implement new technologies and strategies by established businesses and this stems from many factors:

- As mentioned, energy pricing in Australia has not reflected anywhere near the real cost of this energy in the coming carbon-constrained economy
- Governments have been reluctant to impose strict regulatory frameworks for sustainability in this country; what exists instead is a more voluntary framework
- The uptake and commercialisation of new technology in Australia has traditionally lagged other advanced countries

This situation is changing, especially through the globalisation of Australia's economy – as global energy prices rise and foreign regulatory initiatives filter through to Australia via the local arms of international companies the imperative for Australian businesses to alter how they operate is changing rapidly. dilkara seeks to address this need through the practical application of new methods and products that will actually enhance the efficiency of how businesses operate.

How do we assist business to achieve better environmental outcomes? By offering a clear and outcome-focused set of products and services and effectively communicating strategies to clients:

- Communication and strategy – many companies are confused about issues of sustainability, what is necessary by law and what will work effectively to improve their business, not just make good press copy. dilkara prides itself on offering effective, jargon-free communication and advice on current sustainability practices and what will work in each particular business. Understanding always precedes acceptance
- Auditing and monitoring – dilkara will assist clients to understand the energy profile of their company or business. Measurement is a pre-requisite to action. We offer a comprehensive monitoring package through our technology partners
- Efficiency gains – using less of anything for the same outcome is always a desirable goal for any business. One of the key benefits dilkara offers is to enable our clients to see the goal of energy efficiency not as a legislative burden that will weaken competitiveness but rather as a desirable goal to be aggressively pursued for the benefits it offers. 'Sustainability' refers to more than just the environment, a business is only sustainable if it is profitable and with energy prices certain to rise using that energy as effectively as possible is a sound strategic goal
- Technology advancement – as businesses grow and outsource key services they may not be aware of how new technology can assist their company to reduce their carbon footprint. dilkara, as a technology integrator, is ideally placed to quickly and effectively demonstrate and implement new technologies to our clients. With a strong background in the IT and technology



fields we understand rapid change and how to effect the diffusion of advanced technology throughout a company

- Legislative understanding – dilkara understands that an increasingly complex legislative environment can impose a heavy burden on companies that may not be able to spare resources to stay abreast of current and future regulations. We can assist with a clear and concise picture of the current framework and how your business is affected. Furthermore we can offer that most valuable commodity of clear-sighted advice on how your business can take advantage of changing regulatory environments. National Greenhouse and Energy Reporting (NGER) begins July 1 2008 yet reports indicate many Australian businesses are unprepared for carbon management and trading. Is your company ready? In addition, we understand building codes such as ABGR/NABERS through our certified staff and can assist in devising strategies to comply
- Research – through our own white papers and our extensive database of global research we can offer a true global perspective. How do Australian environmental standards for office buildings compare to those of other countries? What is the regulatory framework in the EU as regards alternative energy? dilkara can quickly cut through to the core of such questions with concise and targeted responses.

dilkara is one of the new breed of Energy Service Companies (ESCO's) that fulfils a number of roles. We offer services and products that promote measurable sustainable outcomes. We understand the environmental picture, both big and small. We can help to clarify your company's environmental performance in an increasingly complex legislative framework. And we are passionate about doing it and helping to promote genuine change.