





About Us

Western Energy Solutions (WES) is your number one source for submetering and billing solutions supporting multi-residential, commercial, and institutional clients. Partnered with industry leaders across Canada, WES combines over 40 years of industry experience allowing us to provide customizable submetering and billing solutions for developers, property managers, and condominium corporations across Canada.

What is Submetering?

Submetering involves the installation of a system of meters "downstream" from the main supply of a utility (e.g. electricity, gas, water) in a multi-residential or commercial/industrial building. Submetering enables building owners, property managers, condominium corporations, and residents to monitor, measure and better manage energy consumption.

Why Submeter?

Successful energy management requires detailed information on how energy is being used. Submetering offers the ability to monitor energy usage for individual unit consumption and allows you to track where and how energy is being consumed in your building.

Why Work with Western Energy Solutions

Making decisions and assessing submetering options for a property can be a large task. Western Energy Solutions is here to make that task as simple as possible for its partners and clients. In collaboration with our network of suppliers, equipment manufacturers, financiers, installation engineers, and billing service providers, Western Energy Solutions can bring together a program that meets your specific needs without putting any of this work on you. Western Energy Solutions will work with you throughout all stages of the design phase and project itself, providing valuable insight, direction, and support at no cost.

Once we find a solution that's right for you, we will provide you with a single point of contact who will manage the on-site supply and install of your submetering equipment of choice and provide you with a monthly utility billing service. Working with our industry-leading financing partners, we will also set you up with unique financing options to assist with the cost of installing a submetering system. In addition to creating customized funding, we will support you in finding any opportunities available for external support (grants, rebates, incentive programs etc.) to lower overall project costs. In many situations, it may even be possible to accomplish your submetering goals with no upfront cost, and even net positive returns!

Turn-Key Packages

From Design Through Installation & Monitoring

Full Suite of Products and Services

For Multi-Residential or Commercial/Industrial Buildings

Innovative Metering Solutions

Available to Both New Construction & Retrofit Markets

Competitive Administration Fees

For End-Consumers



Who Can Benefit from Submetering?

Corporate Benefits of Submetering

- Potential to complete a submetering retrofit at no up front cost to the corporation
- Detect Operational Inefficiencies owners/property managers can detect irregular consumption (e.g., within common areas) and leak detection
- Helps benchmark your property/condo and increase desirability on the market
- Eliminate Billing Responsibility property managers do not manage billings and can focus on other priorities
- Lower common element fees
- Support "Green" Certifications Eligibility (LEED Certifications etc.)
- Your submetering providers are responsible for billing and delinquent accounts while providing around the clock customer support and maintenance of the metering system

Owner/Occupant Benefits of Submetering

- Accurate energy monitoring of real-time energy consumption
- Lower common element fees and utility exposure
- Lower administration fees in comparison to local utility providers

- Lowers utility consumption by encouraging responsible usage
- Helps benchmark your unit and increase desirability on the market
- Reduce/avoid operational costs owners reduce/avoid unpredictable and variable operational costs

Builder Benefits of Submetering

- Ability to provide all submetering equipment, transmission devices, and commissioning of meters at no cost.
- Eliminate Billing Responsibility property managers do not manage billings and can focus on other priorities.
- Support "Green" Certifications Eligibility (LEED Certifications etc.).
- Ability to provide unique and customizable rebate options and generous install allowances freeing up more available funding for other (potentially green) spending.



Our Submetering Solutions

Properties taking advantage of submetering encourage energy conservation. Occupants are more likely to be conscious of how much they are using when they have to pay for what they use and will reduce their consumption as a result. WES will source the highest quality meter that's right for your project and will provide solutions for all of your utility needs, including:



Electric Submetering:

Meters allow property managers to identify and compare usage of individual residents and common-area loads. Once they are activated, the meters are read remotely, and usage data will begin to collect for billing and reporting purposes.



Water Submetering

Meters are verified and installed at the unit shut off valve. Once they are activated, the meters are remotely read and usage data is collected for billing purposes, detecting leaks, and collecting consumption data for each unit. It allows property managers to identify and compare the water usage of individual residents and bill based on actual usage.



Thermal Submetering

Thermal meters measure the amount of energy it takes to heat and cool a unit. The energy injected to / extracted from the fluid passing through the fan coil or heat pump is calculated by measuring the volume and temperature difference of the fluid. The energy usage can then be billed to the individual resident.



Gas Submetering

Gas meters make it possible to accurately bill each individual tenant for their own natural gas usage. This avoids inaccurate alternatives that do not fairly distribute cost to the unit holders.

Our Markets

We present our clients with the ability to dramatically improve energy savings and building efficiency with tools that simplify the process of both measuring and billing utility consumption. All of our solutions are customizable to our clients and their markets: Developers and Property Managers of Condominiums, Apartments, Commercial and Retail Properties, and Institutions. They receive the shortest possible payback in energy savings with remarkable long-term improvements in building performance.



Case Studies







New Construction

Customer Profile:

A high-end +300 unit condominium in the Greater Toronto Area.

Objectives:

Provide a seamless utility billing solution to residents, ensuring ongoing customer service and technical support.

Solution:

The developer installed electricity and water meters.

Results:

- Seamless billing/collection process for residents
- 24/7 access to individual meter data
- Increased energy conservation practices by residents
- Ongoing technical expertise/support

New Construction

Customer Profile:

A Commercial real-estate developer building a 100-unit mid-rise office block in a downtown corridor.

Objectives:

Save on project costs and secure a competitive administration rate for future tenants.

Solution:

Developer installed electricity meters.

Results:

- Total project savings = \$175,000
- 24/7 access to individual meter data
- Administration and billing contract that beat the rates of local utility providers
- Ongoing technical expertise/support

Commercial Retrofit

Customer Profile:

A national commercial property owner/operator with a 380,000 sq./ft shopping centre.

Objectives:

Reduce operating costs to relieve pressure on the bottom line.

Solutions:

The property owner/operator installed a Meter Manager submetering system and deployed a monthly billing/collection program.

Results:

- 1.8 million kWh/year reduction in electricity consumption
- \$180,000/year in electricity cost savings
- 772 metric tonnes reduction in CO2emissions







Multi-Residential Retrofit

Customer Profile:

A publicly-listed REIT with a portfolio of 26 buildings and 4,511 residential units located in Southwestern Ontario.

Objectives:

Eliminate utility volatility from each building's operating expenses.

Solution:

The REIT installed a Meter Manager submetering system and deployed a monthly billing/collection program.

Results:

- 2 million kWh/year reduction in electricity consumption
- \$200,000/year in electricity cost savings
- 1,000 metric tonnes reduction in CO2emissions

Multi-Residential Retrofit

Customer Profile:

A townhouse complex with 104 units being operated under a condo corporation.

Objectives:

To lower common element fees for the corporation and to accurately bill each unit for their water consumption.

Solution:

Installed water meters and deployed a monthly billing/collection program.

Results:

- Significant reduction in common element fees making the units more desirable on the market and benchmarking the property
- Average water consumption to the property reduced by 30%
- Total project savings = \$140,000

Mixed-Use Retrofit

Customer Profile:

A 1960's hotel was renovated to a condo in 2006 to become a mixed-use building with 130 individual units.

Objectives:

To accurately bill each entity for their consumption after the mixed-use renovation.

Solution:

Installed Electrical Multimeters.

Results:

- The owners were able to benefit from dividing retail space and individual residential units to accurately bill each entity for their consumption
- Total project savings = \$140,000



Billing Platform and Services:

Western Energy Solutions will work with their partners to offer billing solutions that enable clients and residents to monitor consumption in real-time, 24/7. Clients can be given the ability to access their individual meter data and view their daily usage to see how their energy conservation methods are impacting monthly bills.

Our billing service providers are committed to providing you with the tools, support, and advice to help you control and monitor your energy consumption and cost. Our programs and billing solutions provide precise, transparent reporting with no hidden fees and low administration charges.

Features:

- +50,000 units on platform
- Best-in-class utility-grade software
- Transparent billing practices
- Customer service call centre

Services May Include:

- Ongoing maintenance and equipment reverification
- Meter reading
- Payment processing
- Utility collections
- Utility payments on behalf of the corporation
- Usage reporting and notifications
- Account servicing
- Technical servicing

Payment Options:

- Online banking
- Pre-Authorized Payments
- Telephone Banking
- Credit Card
- ABM or your financial institution
- Tel Pay
- By Mail (Cheque)



