

**ROHAN JONES**
PRINCIPAL CONSULTANTMaster of Business Administration
Sydney UniversityBachelor of Engineering (Electrical)
Sydney University

PRIOR PROFESSIONAL HISTORY

2018 - current	Principal Consultant, Oakley Greenwood Pty Ltd
2008 - 2017	Lead Consultant, Rhodam Consulting
2016	Regulatory and Government Affairs Consultant, EnerNOC
2016	Energy Markets Manager, ActewAGL Distribution
2014 - 2015	Government and Regulatory Affairs Consultant, Silver Spring Networks
1998 - 2008	Manager Regulatory Affairs, AGL Distribution

OVERVIEW

An experienced professional, Rohan has worked in the energy infrastructure industry for more than 30 years, primarily in electricity distribution but also in electricity retail and gas distribution. He has experience in all aspects of energy distribution including design and construction, operations, commercial management, business and regulatory management as well as general management.

Rohan is a highly regarded expert in the areas of Stakeholder Relations, including Regulatory and Government Management. He worked for 10 years as the Regulatory Affairs Manager for AGL Distribution/Alinta. During this time, he managed all aspects of Regulation for the business including numerous changes to Laws, Rules and Regulations, Price Reviews, the development of the Regulatory Framework for the Advanced Interval Meter roll out and was the Manager Legal and Regulatory for the AMI project for Alinta.

More recently he has been working as a consultant and, amongst other things, has provided Regulatory advice and support to Regulators, Distributors, Smart Grid Vendors and International Investors. He was also engaged to study and advice on the laws and regulations that govern the Malaysian Electricity Industry by a Malaysian company wanting to roll out Smart Meters, Smart Grid and many renewable energy projects.

Rohan is also an expert on the framework and economics of the 'Internet of Things', which includes Smart Meters and Smart Grid as well as the utilisation of these systems for broader functions such as the management of Renewables and Customer Engagement.

Rohan has international experience and has provided consulting services in his specialty areas to multinational corporations, such as Silver Spring Networks, across South East Asia and most recently in Malaysia.

RELEVANT EXPERIENCE

Regulatory Strategy and Analysis

Pass through of Metering costs under the Power of Choice reforms (Electricity Distributor)

Rohan led an engagement by an Electricity Distributor/Retailer to develop a methodology for the pass through of metering costs to its standing offer customers under the Power of Choice metering reforms. This required a thorough understanding of the company's current Price Determination, the impact of the Power of Choice Metering reforms as well as the regulated Standing Offer to its customers. A number of strategies were developed as well as the pros and cons of each strategy.

Regulatory and Government Affairs Consultant - Enernoc

Rohan provided Enernoc with advice and engagement in the consultation process on a number of matters to do with Demand Aggregation and Response in the NEM. This included the:

- Demand Response Mechanism rule change consultation;
- Five Minute Settlement rule change;
- Mandatory Scheduling rule change; and
- System Security review.

Access Arrangement Submission – Western Power

Rohan was engaged by Western Power to assist in areas of its Access Arrangement submission. In particular, Rohan led a review of the changes that Western Power had implemented in the areas that the Regulator had identified as priority areas for improvement. This included advice to Western Power on addressing outstanding issues and a report on progress to be included in its submission.

Manager Regulatory Affairs, Electricity Networks – AGL/Alinta

From 1998 to 2008 Rohan was responsible for the management of all regulatory matters for AGL/Alinta. This included management of the 2001 and 2006 Distribution Price reviews and the Advanced Metering Infrastructure pricing proposal. Rohan was also responsible for:

- obtaining a sound and robust regulatory framework, within the constraints of the Victorian legislative framework, for the recovery of costs for the roll out of advanced interval meters (AIMRO) through proactively and effectively consulting and lobbying the Victorian Government;
- representing AGL in the implementation of Smart Meters including reviewing and responding to legislative changes, membership of the Functionality Working Group, Service Level Working Group and the Cost Recovery Working Group, contributing to the development of the Cost Recovery Order in Council and the Technical Specification Regulations;
- managing and leading the review of numerous technical regulations including streetlight management, the Electricity Distribution Code, Bushfire and Vegetation Management and Network Performance and Reliability Standards;

- representing AGL in the development of the standard form Use of System Agreement (UoSA) in 2001 and the revision in 2006;
- managing the commercial relationship between AGL Distribution and Retailers. This included negotiating the UoSA's, monitoring the adequacy of Credit Support provided by Retailers, developing and implementing internal processes for day to day transactions with Retailers, managing disputes, leading negotiations on amended terms to the UoSA for services beyond its scope and representing AGL on all matters regarding the relationships between distributors, retailers and customers;
- successfully implementing a compliance monitoring system for the distribution business. This system, utilising software called TRACK, provided for the delegation of the responsibility for compliance to the managers directly responsible for the relevant area while allowing compliance to be monitored and reported on, as well as identifying areas of concern;
- lobbying the Regulator and the Victorian Government to change existing or proposed regulation, leading to improved outcomes for AGL. There are numerous examples of this, including reviews of the Electricity Distribution Code, development of the default UoSA and the drafting of the Essential Services Commission Act and the Road Management Bill.
- successfully appealing against a number of aspects of the 2001 Electricity Distribution Price Determination.

Technical and Economic Expert Review - Australian Energy Regulator

Rohan was engaged by the AER to provide expert technical and economic opinion on the Victorian Distributors' proposed prices for Alternative Control Services and the Victorian Distributors' proposed prices for metering, in accordance with the National Electricity Rules.

Metering and Market Systems

Energy Markets Manager – ActewAGL (2016)

As the Energy Market Manager, Rohan was accountable for ensuring LNSP, MDP and MPB compliance for Types 5, 6 and 7 metering and adherence to national and jurisdictional regulations. This includes:

- the National Electricity Rules (NER);
- Metrology Procedures;
- Australian Energy Market Operator (AEMO) Service Level Procedures, Market Settlement and Transfer Solutions (MSATS) and Business to Business (B2B) Procedures; and
- the ACT Utilities Act and associated Codes,

Also, Rohan was accountable for ensuring accurate and timely B2B processing and invoicing of ActewAGL's NMI accounts to Retailers. This involved responsibility for:

- management and completion of ActewAGL end to end meter data processes;
- management and completion of ActewAGLs end to end market transactions processes;
- management of Retailer Network Use of Service (NUOS) invoicing and disputes;
- management of Transmission Network Use of Service (TUOS) expenses;
- management of Meter Reading Contracts and SLAs;
- monitoring and management of related NECF and Market compliance obligations;
- external stakeholder relationship management including Retailers and Regulators;

- annual regulatory reporting and market audit compliance;
- the customer front counter, including the management of the Request for Supply and the Request for Service Marking processes;
- management of the AEMO audit processes;
- preparing all parts of AAD for the Power of Choice Rule Changes; and
- implementing necessary changes to systems, processes and resources to maintain compliance after the Power of Choice Rule Changes.

During the time that Rohan held this role, he achieved:

- significant improvements in:
 - Unbilled NMI's
 - Number of outstanding disputes;
 - Number of NMI's not publishing to the market; and
 - B2B Service Orders and B2B Market Transactions outstanding;
 - Successful management of the AEMO 1 visit 2015/16 Audit, with no new 'high risk' items being identified and many previous 'high risk' items resolved;
- implementation of an on-line process for customers to request consumption reports as required by the Power of Choice Rule Changes;
- the formation of a Project Team and Project structure to manage and implement changes required across AAD to remain compliant following the Power of Choice Rule Changes;
- engaging with Origin Energy and Acumen Metering to facilitate Origin's roll out of Type 4 meters to greenfield sites in the ACT; and
- a review of the volumes and required effort for both 'Business as Usual' and 'Backlog' processing, the resources and skills available and how these can be managed to maintain and improve compliance.

Smart Meter Strategies – Actew/AGL

Rohan was engaged as the Lead Consultant and Subject Matter Expert to advise ActewAGL on Smart Meter Strategies in preparation for the Power of Choice rule changes for metering.

- Analyse and advise ActewAGL on the proposed changes to the National Electricity Rules and the affect these changes will have on the various parts of the ActewAGL business.
- Develop several scenarios for ActewAGL installing Smart Meters, including for new and replacement meters only, offering to customers products that require a Smart Meter, targeting customers to receive a smart meter and associated product; and a full roll out to all customers.
- Develop several options for the roles that parts of ActewAGL may pursue in the competitive metering market, including in house provision of Smart Meters and systems and outsourcing to metering provision companies.
- Analyse several Smart Meter technologies, including RF Mesh and point-to-point communications.
- Identify the benefits and costs of the various scenarios and role options.
- Assist in the development of a business model to analysis the opportunities.

- Develop recommendations on the most effective ways that ActewAGL can engage in the Smart Metering market and comply with the proposed rule changes.

Victorian State Manager - Infomet

Following the contestability of the 750MWh tranches of customers in NSW and Victoria, Integral Energy Metering Australia (Infomet) became the largest Meter Provider and Meter Data Agent in the National Market. Rohan set up the Melbourne office and managed the activities of the company in Victoria and South Australia.

Notable achievements during this period included:

- setting up the office, including selection of office location and procurement of equipment;
- identification of roles, development of position descriptions, interviewing and appointment of personnel;
- management of the permanent and seconded staff;
- the development of relationships with the major players in Victoria;
- assisting in the development of tender responses;
- the development of operating and works procedures;
- the development of procedures with Powercor Services as contractors for the installation of meters and ancillary equipment; and
- obtaining mutual recognition of qualifications for Integral Energy metering technicians based in Sydney.

Business Development and Business Consulting

Large Scale Solar Power Station business and economic modelling - TBEA

Rohan has conducted the pre-development modelling for a number of different potential sites where TBEA have considered developing large scale solar farms. Rohan has also conducted this analysis for other international companies.

International Renewable Energy Investor

Rohan was engaged by an International Renewable Energy Investor to:

- analyse the Australian Energy Market for opportunities to build a large scale solar thermal power station in excess of 150MW;
- identify possible sites in Victoria, New South Wales and South Australia;
- develop a cost benefit analysis, economic model and cash flow model for three different sites for a 150MW solar thermal power station with and without thermal storage; and
- initiate discussions with Electricity Retailers in regards to entering into a Power Purchase Agreement for the energy generated.

SilverSpring Networks

Rohan has completed many functions for SilverSpring Networks.

- Lead and project manage Silver Spring Networks' (SSN) involvement in the development of a new, green, hi technology commercial precinct in Victoria.
- Write a Government and Stakeholder engagement plan for the development.

- Facilitate engagement between SSN and the Victorian Government on current and future Smart Grid opportunities in Victoria.
- Provide SSN with advice on Government engagement.
- Meet with Electricity Retailers on behalf of SSN to discuss future developments in Smart Grid and the Internet of Things.
- Engage with the Victorian Government on various matters including Smart Cities, Distributor roll out of AMI and the use of the SSN RF Mesh technology for other functions such as bush fire early warning and remote fruit fly detection.
- Engage with all state Governments on Smart Metering and Smart Grid to address issues in their electricity distribution systems.
- Develop an Australian Government and Regulatory Management plan.
- Identify key stakeholders in all the State and Federal Governments and all the Electricity businesses.
- Provide Regulatory and Smart Grid advice on projects in Hong Kong and Singapore.
- Write SSN's response to the AER on amendments to the Metering Code.
- Write SSN's response on proposed amendments to the National Electricity Rules.
- Meet with various State and Federal Ministers to discuss the opportunities that Smart Grid can provide.
- Advise SSN on the development of various Government policies including the CPRS, NBN;
- Engage with the NSW Electricity Business on their tenders and future plans for Smart Metering and Smart Grid.
- Analyse and report on the opportunities for utilising the SSN technologies for other utilities such as water and gas.
- Coordinate the response to the National Smart Meter Project RFI.
- Develop a New Zealand Government and Regulatory Management Plan.
- Investigate and report on various government incentives for renewable energy and energy reduction projects and pilots.

Masers Energy Sdn Bhd (Malaysia)

Masers Energy was a Malaysian company with plans to proposals that included the roll out of Smart Meters and Smart Grid across Malaysia as well as a number of renewable energy projects.

- Provide advice to Masers Energy on Malaysian Laws in respect of Electricity Supply, including the Electricity Supply Act, Renewable Energy Act and the Energy Commission Act.
- Develop amendments required to Malaysian Law to support the implementation of the Masers' projects.
- Analyse the proposed Masers' business model and provide advice on amendments to comply with the law and to make the projects economically achievable.
- Develop and implement a government engagement and management plan.
- Provide education to Masers' personnel on the cost and revenue structures and the economics of power distribution.
- Provide education to Masers' engineers on Smart Grid and Smart Meter technologies and capabilities.

- Develop an assessment framework and carry out the assessment of options for renewable energy supply to green field installations.

PSI in Control Sdn Bhd (Malaysia)

PSI in Control is a Malaysian company that develops and sells utility control software and builds substation control panels.

- Carry out market review and business development in Australia for PSI.
- Provide information to PSI on the Australian economy, the Australian Electricity Industry and other utility industries.
- Assist PSI to respond to a number of tenders for control panels and control systems in Australia.

Gas Pipeline Due Diligence – Acil Tasman

Rohan was engaged by Acil Tasman to assist them to conduct due diligence on a number of gas transmission and distribution pipelines on behalf of a potential purchaser. Rohan's role was to:

- analyse and document the regulatory and legislative framework for a number of gas pipelines;
- review and document the level of compliance and the performance against regulatory benchmarks for these pipelines; and
- provide cost estimates for addressing the areas of non-compliance identified.