

Commercial Advice

- Water demand modelling –SAHA developed the demand forecasting model used by a Victorian water business to underpin its Water Plan. This model accounted for changes in amongst other things: occupancy rates over time; lot growth forecasts over time; changing penetration rates of water using appliances over time; lot density over time; pricing impacts and restrictions.
- Water business contract negotiations – Assisted a major New Zealand water company in its business planning processes and assisted it in successfully being awarded a 10 year contract to service a significant tourist/rural based area of New Zealand. SAHA played a major role in developing the various evaluation materials, articulating the company's business processes, environmental practices, health & safety and quality assurance practices and procedures, along with its resourcing expertise and experience.
- Watercare services pricing – Analysed pricing and new investment issues associated with water and wastewater services of Watercare Services Ltd New Zealand and development of new investment policies and pricing structures.