

## Off-Grid Energy named Telstra's best Start-Up Business in SA

### Stand-alone solar power company Off-Grid Energy Celebrated its Start-Up Business Award win at Friday night's Telstra Australian Business Awards.

After more than 10 years' experience in the solar industry, Off-Grid Energy Directors Hugh Driscoll and Sean LePoidevin recognised a gap in the renewable energy market and a need across the country for reliable stand-alone power systems forming the new company in 2011.

Off-Grid Energy dedicated the win to hard work, sacrifice, and Australians increasingly turning to renewable energy in the search for a carbon-neutral lifestyle.

"We are entirely devoted to the research, development and implementation of innovative and reliable off-grid renewable energy solutions across Australia," Director Hugh Driscoll said.

"Australians desire to live more environmentally-friendly lives and we are driven to make sure renewable energy is accessible to anyone, no matter how inaccessible they may be," Mr Driscoll said.

"In the early days we would drive thousands of kilometres only to be turned around and left to sleep on top of a solar panel in the back of the van, to completing some large-scale products all over the country," Director Sean LePoidevin said.

Utilising cutting-edge solar photovoltaic, battery management and storage technologies, notable contract wins include the installation of a large containerised standalone solar grid for Operation Flinders Foundation, a youth-at-risk support camp in the Flinders Ranges.

The National Telstra Business Awards will be held next month, and this year's state and territory winners will be flown to Sydney on **Wednesday 21st August** for two days, culminating in a glittering celebration dinner on the night of **Thursday 22nd August**.



## Determination secures a powerful future for small business.

### **Small business owners need to have resilience, integrity & vision to stay around for the long haul.**

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The best attributes of a successful small business owner have been highlighted in a recent study by the Telstra Australian Business Awards.

The survey of Australia's best small and medium businesses in 2013, has found that determination was the most important characteristic for business success. Closely followed by vision, integrity, leadership and resilience.

Mr. Sean LePoidevin, director of national finalist Off-Grid Energy Australia, says it's essential for him to stay focused on what is important to the business, and not let the little hiccups get in the way.

"The renewable energy industry can be unpredictable, and it's easy to get distracted by the politics and forget about what we are trying to do, which is run a business that supplies power to those who don't have any. You do need a certain amount of focus and patience in order to succeed in today's business world."

"Battery storage technology is evolving quickly, and we have to keep our finger on the pulse to make sure we have the best and most reliable product for every application," he says.

LePoidevin's business partner Hugh Driscoll says passion is an important feature of the Off-Grid Energy team, and has ensured their success over the past 2 years.

"We have been so lucky to have a team that are so passionate and excited about the critical role renewable energy will play in Australia's energy future. We're absolutely determined to help drive this transformation, and grow our business nationally and even internationally."

Telstra Business Award Judges remarked that Off-Grid Energy Australia "challenged the solar industry with affordable power solutions for remote and off grid environments." They were impressed with the passion of the team and noted that Off-Grid Energy Australia had "created a strong business model based around industry best practice."

The National Telstra Australian Business Awards will be held in Sydney on Thursday August 22nd.

