

The background of the entire page is a nighttime cityscape. On the left, a tall, modern building with a curved top and illuminated facade stands out. The rest of the city is visible in the distance, with lights from buildings and streets creating a bokeh effect. A semi-transparent red overlay covers the bottom right portion of the image, where the main title is placed.

ARCHON BOTSWANA

COMPANY PROFILE

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At Archon we understand energy as an enabler – which means we see utilities as a vital network that supports your business. This makes your utility management an opportunity space: where you can save both time and money, and change critical behaviour relating to energy consumption and use.

Our approach to finding and creating solutions makes us the ideal utility management partner for your organisation.

About Archon

Incorporated in 2018, Archon Utility Management provides ongoing utility management solutions.

As a future-facing company, innovation and technology is at the heart of what we do: creating systems and processes that make utility management accurate and effortless. Our solutions are both scalable and practical – designed to manage your utilities and ensure that your charges and usage are in line with the service provider's benchmarked/ trended technical and financial readings. In this way we assist you to optimise energy-efficiency in your business operations, save time and reduce your utility costs.

Strengthening control over your expenditure and maximising business operations can be achieved simultaneously through the systematic implementation of sound management systems. At Archon Utility Management, we work closely with your business to deliver bottom line value and streamlined process management over the long-term.

We pride ourselves on maintaining on-going partnerships with our customers by ensuring that they receive the required support to remain a strong and profitable concern.

Our solutions are holistic and include:

- Electrical engineering design and project management
- Utility management
- Primary distribution
- Check metering/ automatic meter reading
- Account audit

Our approach is one of professional partnership: understanding your business challenge and drawing on our expertise and over 24 years' collective experience to find the right solution for your business. As innovators and experts in our space, we're also active partners; sharing the latest technology and solutions available when they become available.

We service clients across the industrial, commercial and retail sectors, assisting developers, property owners, managers and tenants.

Co-creating efficient solutions with you – for you...

Our specialist team is able to provide you with a comprehensive utility management solution – or specific elements that make sense in your unique context. However, we partner with you, our goal will always be to optimise both your energy efficiency and your utility usage.

As experts in energy and energy management, we're committed to ensuring your organisation becomes more energy efficient. This allows you to establish the return you're getting on your investment and benchmark performance to make more informed strategic decisions.

We're customer focused and pride ourselves on being able to effectively understand your business and align your utility management accordingly.

Utility Management Solutions

Using your utilities wisely and well is just good business practice. Our management solutions help you reduce utility costs *and* optimise your energy consumption. This means you can drive bottom line value whilst potentially reducing your carbon footprint.

Our solutions are pro-active and enable end-to-end management. They can also be provided as standalone services or combined to speak to your very specific needs:

- *Tenant utility billing* (done on monthly basis) to ensure that your bulk municipal account is paid on time, every time
- *Regular tariff verification* to confirm the tariff you're being charged is the tariff you should be charged
- *Monthly meter reading services* to collect and record accurate data readings
- *Utility cost breakdown reports* check values against averages and trends, identifying anything out of the ordinary
- *Diversity reports* are used to track recovery targets against actual recovery totals each month. These are then mapped to provide a detailed picture for the year in review
- *Online utility management* is provided in real-time via our portal, with additional functionality including graphs; analysis and reports available to you at the click of your mouse
- *Common area and network distribution cost calculations* allow all tenants to be billed accurately, fairly and transparently for consumption in common areas and across shared networks
- *Sub-account summaries* give the ideal breakdown between tenants and their use of specific utilities
- *Utility cost breakdowns* can be provided per customer for ease of reference
- *Tenant confirmation* happens on monthly basis. This ensures billing is accurate throughout the lease period
- *Account escalation services* are available where necessary on your behalf with the appropriate municipality or utilities provider
- *New electrical connections or existing electrical connection upgrades* are also provided
- *Disconnection notices* are served as appropriate – to avoid disconnection timeously

Primary distribution

As your supplier, we're responsible for ensuring primary distribution of all of your utilities directly to you. This means that we take full ownership of your accounts – providing you with one quick and easy point of liaison.

We can assist you with:

- Electrical engineering design and project management
- Electrical distribution drawings
- Sub-station design
- Logbooks
- Transformer supply, installation and tests
- Switchgear supply, installation and tests
- Earthing tests
- Standby/Backup generator supply, installation and tests
- Generator remote monitoring system supply, installation and tests
- Compliance certification

Check metering/ automatic meter reading

Our check metering and automatic meter reading solution leverages our own technology to ensure all utility meter readings are accurate: that they're only recording what you use. Our system does not replace that of the original provider, but rather monitors the data they're tracking so that we can pick up and address any discrepancies. It also helps overcome the knock-on effect of estimates.

Account audits

Our check account audit offering gives a full and detailed breakdown of usage. This means that we can identify outliers quickly and easily, and track what's causing them.

Supplier account audits breakdown usage even further – per meter – giving you complete oversight. These are then further supported by financial reports that match year-on-year comparatives allowing you to map efficiencies as well as budget accurately for the year ahead.

Our supplier account technical reports drill down even deeper: showing usage trends during peak, non-peak and standard periods. This means that usage can be tracked against costs very specifically. We're also able to assess environmental impact – allowing you to track your carbon and emissions footprint.

The value we add

Utility efficiency makes bottom line sense for any business.

Whether you're a professional property management company or own a commercial or industrial property, our utility management services will save you time and money. We ensure that your charges and usage are in line with the service providers' benchmarked/ trended technical and financial readings. This realised value can then be shared across your value chain.

- *Industrial*: optimising your facility's energy consumption means it's possible to identify savings' opportunities. You can also track your environmental impact and start developing an appropriate mitigation strategy
- *Commercial property*: energy management is becoming increasingly important to lower costs and improve efficiency as buildings evolve to be smarter and future-facing. Our technology is able to plug into this new technology
- *Shopping centres*: with utilities typically a grudge purchase for most tenants, an optimised strategy that gives tenants complete visibility makes for prompter payment
- *Tenants and landlords*: by acting as the interface here, we help you work together to reduce overall operating expenses and identify savings opportunities

Our approach

At Archon we understand the value of partnership. All our customer relationships are founded on trust and a commitment to adding value to your business.

Our team of professionals works to give you the best possible advice and guidance. We do this by walking through your utility accounts with you: identifying areas for improvement or cost savings, and looking at where you can maximise service levels, especially in terms of expense recovery and correct billing. In this way, we put the control back in your hands: giving you and your tenants peace of mind.

Our focus on energy-efficiency also means that we're able to move you closer to implementing new technologies; advise you accordingly and demonstrate anticipated returns. We can additionally benchmark performance so that you can make informed strategic decisions where you need to.

Because utilities need to enable your business, they need to be aligned to your business. *This is our starting point for any partnership with you.*

Our people

Archon Botswana is jointly owned by two shareholders from Botswana and South Africa. The shareholding is split equally between them.

Our people are our greatest asset. While we leverage complex technology and systems, it's the experts behind them that make your utility management happen.



Tikologo Donald Basupang
Managing Partner

Donald a dynamic and seasoned professional who spearheads our team, offering strategic guidance and acting as a crucial liaison for our valued clients. With an Energy Management and Audit Certificate in his arsenal, as well as qualifications as an Accounting Technician (AAT) from Botswana Accountancy College, Donald is well-equipped to lead our financial endeavours.

Donald's impressive journey in finance commenced at Associated Fund Administrators (AFA) and African Alliance Botswana, where he honed his skills in financial accounting and management, laying the foundation for his successful career. Over the past decade, he has channelled his expertise into the property management and development sector, emerging as an accomplished accountant with a deep understanding of the industry. Donald's wealth of experience and qualifications make him a driving force behind our operations, ensuring excellence in service delivery.



Greg Matthews
Director

Greg is a highly accomplished energy management and utility solutions professional with over 20 years of experience. He has a Bachelor's degree from Thames Valley University in London and is a Certified Energy Auditor (CEA). He specializes in contract negotiation, project management, system design and implementation, utility consulting, tenant billing management, energy auditing, meter system integration, SCADA, demand/load management, benchmarking, tariff impact studies, and energy efficiency.

Greg's role is to assess and evaluate energy usage within properties as well as examining energy consumption patterns, assessing equipment and systems, conduct energy audit to identify opportunities and cost savings and recommending improvements. His expertise and dedication make him a valuable asset in any energy-focused project or organization.



George Matthews,
Engineer

George started Archon South Africa over 20 years ago. An engineer by trade and an entrepreneur at heart, he has been a key player in its success ever since.

With over 45 years of experience in the energy industry, George's expertise spans from municipal engineering, power system designs, metering and monitoring systems, all the way through to back-up engineering support. He has worked extensively across the energy spectrum, setting up products, auditing accounts, designing power systems, and implementing remote monitoring systems for clients across Africa and beyond.



Philip Katsi
Engineer

Philip, a registered engineer holding BEng (Hons) in electrical and electronics engineering (University of Botswana). Has over 20 years' experience in his field. This includes supervising electrical installations; designing and re-designing HV/LV network extensions; and inspecting, testing and commissioning of electrical services and HV/LV network extensions.

He is an expert in design and bill of quantity calculations, as well as drawings, and is able to troubleshoot and identify defects in electrical and power systems. Philip's main role is to assist on designing, developing and maintaining electrical systems, site inspections as well as project management.



Katlego Lawrance Tlou
Operations Manager

Katlego, holding a BSc (Hons) in computing from Botho University, is a dedicated professional with a multifaceted role in our company. His primary responsibilities encompass accurately recording meter readings, conducting data analysis, and generating comprehensive reports. He excels in planning efficient routes, promptly reporting irregularities or damage, and maintaining positive interactions with both customers and utility providers. Katlego's pivotal role extends to ensuring precise billing, monitoring energy consumption, and actively contributing to the optimization of energy meter-reading processes and project management.

As a metering specialist, he takes charge of overseeing operations, installations, commissioning, maintenance, and repair of utility infrastructure and systems, while also spearheading upgrades to sustain service delivery and efficiency. In addition to these critical tasks, Katlego is also entrusted with the vital responsibility of keeping our clients well-informed about emerging technologies and the ever-evolving landscape of energy-related regulations and standards. His expertise and dedication are instrumental in driving the success of our company and the satisfaction of our valued clients.



Pearl Tiny Basupang
Office Administrator

Pearl, a business management (ABE) graduate, brings a wealth of experience to our team. Her professional journey includes tenure in prominent organizations like Grant Thornton, where she contributed her expertise to the secretarial functions within the realms of audit, accounting, taxation, and advisory services. She also enriched her skills while working with Fairgrounds Holdings. Pearl's versatility extended to the hospitality sector, with valuable service rendered in the maintenance department of Cresta Lodge and Grand Palm Hotel. In her pivotal role as Office Administrator, Pearl is the linchpin of our daily operations.

She diligently manages various administrative tasks, providing vital support to our staff and management, which is instrumental in ensuring the smooth and efficient functioning of our office. Furthermore, Pearl takes the lead in addressing customer inquiries, handling complaints, and promptly addressing service requests, all while upholding our commitment to excellent customer service and the timely resolution of issues. Her diverse background and dedication make her an invaluable asset to our organization.

Client Portfolio

We are a tried and trusted utility management solutions provider with a client portfolio of engagements that speak for us!

These include The iTowers Building, The fields Mall, First National Bank Botswana, Botswana Accountancy College, Debswana Jwaneng Mine Workers Union, among others.



Contact Us

Get in touch

Contact us today to find out how we can help you manage your utilities more efficiently *and* effectively.

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Email: info@archon.co.bw

Website: www.archon.co.bw

Postal address: P O box 45221, Riverwalk, Gaborone, Botswana

A nighttime photograph of a modern, multi-story building with a distinctive curved top and illuminated facade. The building is situated next to a large parking lot filled with cars, many of which are covered by dark, arched carports. The scene is lit by streetlights and the building's own lights, creating a warm glow against the dark sky. A semi-transparent red rectangular box is overlaid on the right side of the image, containing white text.

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