

Foresight and collaboration power expansion of Filinvest and De La Salle University



Filinvest Development Corporation Chairman Jonathan Gotianun (second from left) and DLSU President and Chancellor Br. Ricardo Laguda FSC (second from right) with Meralco President Oscar S. Reyes (far left) and Meralco SVP and Head of Customer Retail Services and Corporate Communications Alfredo S. Panlilio during the 2014 Luminaries Awards Night.

It was proactive engagement and strategic planning with Meralco that ensured Filinvest and De La Salle University (DLSU) the timely installation of power infrastructure in synch with their visionary expansion plans.

This foresight gave the real estate giant and the academe trailblazer an early jump on harnessing power on the way to reaping success as the nation enjoys an economic renaissance.

Early consultation and energization keys DLSU expansion

De La Salle University has always prided itself with providing world-class facilities for students, but the space constraints of DLSU in Manila have limited their expansion.

To cater to the growing needs of the Gokongwei College of Engineering, College of Computer Studies, and the College of Science at the Manila campus, DLSU began development of the Science & Technology Complex (DLSU-STC) in Laguna: a campus expansion of 51 hectares for R&D and academics in science and technology.

To get this massive undertaking deployed, DLSU consulted with Meralco on infrastructure and logistics required to power an entire institution focused on specialized studies from the early stages of a 10-year blueprint. This 10-year blueprint included fully-furnished, modern school buildings, research centers, and testing grounds, as well as dorm facilities, and staff residences.

Aware of the project's vast energy demands, DLSU donated a 3,000 sqm lot wherein Meralco will construct a power substation to satisfy the campus' needs. Both university and utility have agreed that construction of the substation will be in conjunction with full-swing work on the rest of the Complex. A host of other industries within the Laguna Technopark, such as those in electronics and semiconductors, automotive parts, industrial services and equipment, even toy manufacturing, will benefit.

This bilateral agreement of land appropriation between Meralco and DLSU will soon provide the DLSU-STC halls the energy capacities to help mold tomorrow's experts in the fields of engineering, bio-technology, computer science, and business – the country's next generation of scientific and technical leaders.



DLSU's Science and Technology Complex in Laguna where Meralco was given a 3,000-square-meter lot for the construction of a substation that will distribute power to the entire campus upon its completion in 2023.

The gains of the collaboration are not lost on DLSU President and Chancellor Br. Ricky Laguda FSC, who is intent on a broader alliance. "Our association with Meralco will be taken to another level. We can be more than just partners in saving energy," he said. "After all, the two can very well join forces to make a real difference in the lives of Filipinos."

"More than just partners" has indeed always been the school's approach with regards to its relationship with Meralco. DLSU similarly held

consultations with the utility on early energization of the Henry Sy, Sr. Hall. The structure now houses its library, called the Learning Commons, at the Manila campus.

Following a walkthrough audit, Meralco recommended that DLSU switch to a Primary Metering Conversion and a consolidation of the university's eight Service ID Numbers, which netted the school a P8.2-million per year savings.



Filinvest allotted a 1,240-square-meter lot for Meralco to house a state-of-the-art, three-story, gas-insulated substation to energize Filinvest City in Alabang.

Filinvest's foresight pays off

Filinvest Development Corporation (FDC) has historically been astute when it comes to growth projections. Insight set the property developer off to pursue aggressive developments in partnership with Meralco at locations far from the customary commercial hubs of the metropolis. Eventual urban sprawl down south has validated their judgment.

In 2012, Filinvest dedicated a 1,240 sqm lot to house a state-of-the-art three-storey 115 kV-t34.5 kV Gas Insulated Switchgear-type (GIS) substation to power the integrated work, live and play community that would populate the 244-hectare Filinvest City in Muntinlupa.

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-Br. Ricky Laguda FSC
DLSU President and Chancellor

Meralco can now accommodate high load capacity developments through the substation while Filinvest enhances its services in Filinvest City. Strategically located within the Northgate Cyberzone, Filinvest City's PEZA-registered IT-BPO hub, the substation also energizes the Asian Hospital, 12 high-rise offices, condominium buildings that have reached average occupancy rates of 98 percent, and an upcoming FEU campus.

"We saw this coming: Manila to Makati was slowly getting congested. So the company bet on property development trending southward, and that bet really paid off," said FDC Chairman, Jonathan Gotianun. "Meralco's more than adequate electrical capacity challenges us to create and expand."

Adequate energy fuels success

Adequate energy is critical in business success, but more so if the business has to do with educational facilities for science and technology or large-scale property development.

"La Salle has always been a bastion for higher learning. But their improvements now set the stage for them to offer even advanced fields of studies. And it's quite apparent, Filinvest in Alabang, for their part, is seeing phenomenal growth."

-Victor S. Genuino
Meralco Vice President and
Head of Corporate Business Group

To their credit, DLSU and Filinvest had the foresight to engage Meralco to get their energy requirements to specs. Having prepared for their energy prerequisites early on, their successes are now easier to attain.

The school prides itself for being a center for higher learning and hub of innovation. The institution has been recognized in numerous educational awards.

DLSU-STC has also made significant strides in the fields of renewable energy. As an alternative to the use of fossil fuels, ongoing projects in solar, hydro, and biofuels have been promising.

Realizing gainful ties with the utility, Filinvest has earmarked three more lots as future substation locations. Filinvest City's rapid transformation set precedence for upcoming townships to replicate their visionary planning with Meralco by its side.

"La Salle has always been a bastion for higher learning. But their improvements now set the stage for them to offer more advanced fields of studies. And it's quite apparent, Filinvest in Alabang, for their part, is seeing phenomenal growth," said Meralco Vice President and Head of Corporate Business Group, Victor S. Genuino. "Our partnerships have been rewarding. It is imperative that we improve power distribution to enhance the seeds of growth."

Outstanding partnerships

In recognition of these two successful collaborations, Meralco awarded FDC as the Corporate Commercial Luminary and DLSU as an outstanding corporate commercial partner at the recent 2014 Meralco Luminaries Awards. Luminaries is the company's annual program that honors Outstanding Partners in the public and private sectors who harnessed technology for innovation and showcased excellence in power management in a partnership with Meralco.

From growth and progress comes nation building

As the country's largest distributor of electrical power, Meralco is not just an energy provider but is an indispensable partner for progress. Providing innovative energy solutions, it is a key player in corporate growth and expansion.

But a grander picture comes into view. Meralco Senior Vice President and Head, Customer Retail Services and Corporate Communications, Alfredo S. Panlilio explains.

"While Meralco's mandate is to provide cost efficient energy solutions, over and above that, we view each customer's triumph as constituent parts in nation building. This is the trademark of Meralco services. It is in everyone's best interest that we all work together, so we can all succeed."

For more collaboration with Meralco, you may call the Meralco Business Hotline, 16210 or visit www.meralco.com.ph/corporatepartners.