

## Energy Procurement

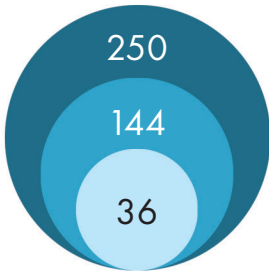
Unbiased and independent since 1996, APPI Energy provides data-driven energy consulting and procurement solutions that reduce electricity and natural gas costs. As energy management consultants, we perform due diligence of competitive suppliers in every deregulated market.

APPI Energy has earned the endorsement of 158 affinity groups, trade associations, and chambers of commerce to provide customized consulting and access to 23 years of experience reducing and managing energy expenses.

### OUR PROCUREMENT PROCESS IS EFFECTIVE

1. Evaluate energy needs
2. Analyze energy usage
3. Vet suppliers
4. Compare pricing
5. Negotiate contracts
6. Transition new services
7. Maintain customer service excellence
8. Monitor the market and your accounts
9. Identify future solutions

### APPI ENERGY ONLY WORKS WITH TRUSTED SUPPLIERS



APPI ENERGY maintains a working relationship with 36 suppliers whom we trust to meet our clients' energy needs.

- 250 possible suppliers in market
- 144 suppliers researched by APPI Energy Corporate Counsel
- 36 suppliers are APPI Energy approved. Only 25% of suppliers meet our stringent, due diligence evaluation

Our depth of supplier research includes review of financial stability, billing accuracy, customer service and resolution timing, management experience, and contract terms & conditions.

### OUR CUSTOMER SOLUTIONS MAKE SENSE

1. We verify bill accuracy and resolve billing errors and credit issues. During the last year, APPI Energy resolved 896 customer service cases.
2. We evaluate local utility and government policies for financial incentives and reimbursements that save you money.
3. We assist with account adjustments, including adding or dropping meters, to ensure a smooth transition.
4. We interact on your behalf with utilities and suppliers.
5. We determine if you qualify for energy sales tax exemptions and manage reimbursements at no cost to you.

### In their words

*"APPI Energy provided budget certainty with a long-term, fixed-price electricity supply contract, and a long-term natural gas supply contract with managed costs. Our bottom line has improved as we substantially reduced our energy spend with the APPI Energy data-driven procurement and consulting techniques. APPI Energy is comprised of a strong group of experts who work closely with our management team, and who performed a full analysis of our current situation."*

Brian Hildreth  
Allen Harim Foods LLC

### By the numbers

Deregulated States	LAST MONTH	PRIOR WEEK	LAST WEEK
D.C.	0.0741*	0.0790	0.0782
Delaware	0.0703	0.0735	0.0727
Illinois	0.0545	0.0570	0.0564
Maryland	0.0694	0.0742	0.0731
New Jersey	0.1003	0.1055	0.1050
Ohio	0.0548	0.0582	0.0574
Pennsylvania	0.0643	0.0690	0.0684
Texas	0.0547	0.0571	0.0573

The above chart illustrates a look at APPI Energy's proprietary database of more than 250 million records compiled during 23 years of experience. We update prices daily across all service territories.

*\*All prices are per kWh and for reference only*

