

## Energy Solutions. Data Driven.

The APPI Energy database of daily supplier prices enables our team to benchmark prices in every deregulated energy market. We review thousands of prices every day to deliver data-driven solutions, and true apples-to-apples price comparisons.

Selecting the best energy supplier price and contract is a complex process. The critical goal is to ensure that each supplier's quote includes the same price components and contract clauses. Since 1996, APPI Energy has vetted and approved 36 supplier companies and more than 144 contracts. Our proprietary platform gives clients a competitive edge as they make informed, customized purchasing decisions.

### ■ Pricing Database

APPI Energy maintains a proprietary database of more than 250 million records, enabling our consultants to compare historical and real-time prices in every deregulated energy market.

### ■ Trends & Analysis

Decisions about when to buy and contract length are based on data, analytics, and expertise. APPI Energy consultants craft solutions that fit each client's needs.

### ■ Customized Solutions

APPI Energy helps you select a supplier and negotiate price and contract terms & conditions, ensuring a seamless transition to a customized energy solution.

### ■ Supplier Platform

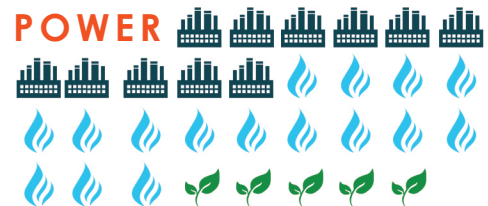
APPI Energy's in-house Corporate Counsel performs continual due diligence of suppliers, vetting each company's financial, managerial, and operational stability and performance.



# 158

Affinity groups,  
trade associations and  
chambers of commerce

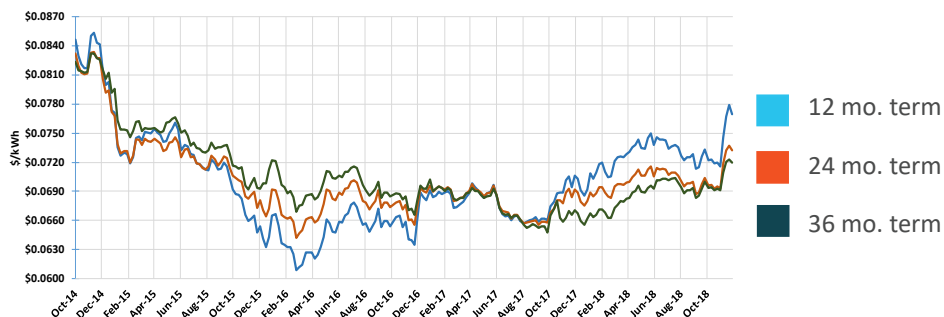
endorse APPI Energy to provide our data-driven procurement and consulting solutions to their members across the U.S.



APPI Energy currently manages 10 billion kWh and 18 million DTH for 2,176 clients.

- 10 billion kWh is enough to power almost 13,579 average manufacturing facilities for one year.
- 18 million DTH is enough natural gas to supply more than 24 manufacturing facilities for 29 years.
- APPI Energy has five demand-side services to reduce energy consumption and increase efficiencies.

## Average Weekly Benchmark Price by Contract Term



We monitor electricity and natural gas markets across the U.S. every day. Our access to wholesale market intelligence equips us to identify buying opportunities and prudent solutions. Our proprietary pricing database enables us to benchmark contract start dates, terms, and identify the lowest supply prices to help you make a good buying decision.

*Chart represents price per kWh by term length on a monthly basis.*



**Data-Driven Procurement & Consulting**

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## We create custom energy solutions

- We provide energy market expertise, a proven procurement platform, coordination of energy management strategies, and customer service.
- Our green energy programs include carbon offsets and Renewable Energy Certificates, which benefit our environment, and your business.
- We assist with Demand Response programs and other energy efficiency projects, such as lighting retrofits, facility audits, and more.

## Our client base

- 42.9%** MANUFACTURING - Consumer Goods, Metals, Packaging, Plastics
- 19.6%** RETAIL - Auto Dealers, Banks, Convenience Stores, Restaurants
- 12.3%** NONPROFIT - Churches, Cities, Education, Government Entities, Municipalities
- 9.2%** HEALTHCARE - Assisted Living Facilities, Healthcare Centers, Hospitals
- 8.8%** OTHER - Broadcasting, Construction, Consulting
- 7.2%** PROPERTY MANAGEMENT - Hotels, Office Buildings, Property Management Firms

*Percentages represent electricity usage by client by industry.*

## Where we work

### ■ Deregulated Electricity Markets

California	Michigan
Connecticut	New Hampshire
Delaware	New Jersey
District of Columbia	New York
Illinois	Ohio
Maine	Pennsylvania
Maryland	Rhode Island
Massachusetts	Texas

### ■ Deregulated Natural Gas Markets

Alabama	Indiana	Missouri	Rhode Island
Arkansas	Iowa	North Carolina	South Carolina
California	Kentucky	New Hampshire	Tennessee
Connecticut	Louisiana	New Jersey	Texas
Delaware	Maine	New Mexico	Virginia
District of Columbia	Maryland	New York	West Virginia
Florida	Massachusetts	Ohio	Wisconsin
Georgia	Michigan	Oklahoma	
Illinois	Minnesota	Pennsylvania	

**293** ACCOUNT ADJUSTMENTS: Meter adds, Property sold or bought.



## Client benefits

Founded in 1996, APPI Energy's unbiased, independent team of energy experts helps clients make smart business decisions about energy procurement, so they can focus on their business. Our energy consultants will:

- **Save You Time** - Analyze your energy usage and existing supplier contracts.
- **Place You First** - Always advocate for you, not the supplier or utility.
- **Minimize Risk** - Vet supplier contracts and monitor regulatory changes.
- **Reduce Confusion** - Obtain the best price and contract term and conditions.
- **Transition Smoothly** - Administer new supplier paperwork, manage transitions.
- **Provide Data-Driven Solutions** - Offer unbiased recommendations, client education.

*During the last 12 months, APPI Energy has helped clients resolve 896 utility and supplier account issues.*