Leading companies to **Cost-Effective & Sustainable Energy**
Summit manages

219,397 sites
in North America

Over 4500 sites in Pennsylvania

Quick Facts

$20 Billion
managed spend

Independent
& unbiased

Our Core
business

350+
dedicated employees

13 Global
offices

82 Countries
active management
Who We Are – Summit Energy

🌈 We are Not:
  – Energy traders
  – A utility or energy supplier
  – Affiliated with or owned by a supplier

🌈 We Are:
  – Energy consultants
  – Independent and unbiased
  – 20 Years Experience
  – Relationships with 140 Energy Suppliers
  – Contract terms favoring the customer
  – Pricing Transparency

🌈 We work with clients of all sizes:
  – Small, Medium & Large Business, Industrial, Commercial, Schools
Schneider Electric acquired Summit Energy March, 2011

Facts About Schneider Electric:
- French company, started in the 1800s
- $25B company operating in over 140 countries
- Largest country market is the US, second largest China
- 114,000+ employees worldwide
- Own more than 150 brands
- Ranked 330 on the Fortune 500 list

Helping customers make the most of their energy
Best Practices – Energy Procurement

- Establish and communicate one strategy
- Collect data efficiently and thoroughly
- Provide widespread information access
- Centralize decision making processes
- Drive sourcing activity with market intelligence
- Implement clean supply agreements
- Enact disciplined risk management plan
- Ensure each site is on correct rate
- Build budgets through model-based forecasting
- Achieve sustainable energy practices
Objectives Focused on the Customer

• Facilitate energy procurement across the client locations
• Control energy costs
• Avoid price spikes
• Aggregate load where possible
• Provide strong supplier recommendations
• Review and negotiate supplier contracts
• Identify opportunities through Summit’s market opinion
• Provide energy leadership and education
Sourcing

- **Aggregate supply information** across Customer’s facilities and other Summit clients as appropriate and beneficial to Customer.

- **Project and track deregulated electricity markets** against the default price or “price to beat.”

- **Project and monitor forward gas basis values**, both “wellhead” and “delivered-to-market,” to assist in strategic sourcing.

- **Distribute Request for Proposals (RFPs)** in the marketplace to suppliers meeting Summit’s and Customer’s quality criteria.

- **Manage the responses** to RFPs, recommend providers to Customer, and facilitate supplier contract negotiations on behalf of Customer.

- **Manage and monitor compliance** with the negotiated contracts on behalf of Customer and evaluate supplier performance.

- **Monitor suppliers’ performance** of their scheduling, balancing and nominating responsibilities, initiating corrective action and opportunity where appropriate.

- **Conduct appropriate alternative fuel analysis** to leverage plant assets.
Summit Energy delivers market research and analysis, development of risk strategy, and position reporting. Summit’s risk management services for natural gas include the following:

- **Weekly, Monthly, and Quarterly natural gas reports** that detail our insights and opinion on the natural gas market.

- **Recommendations on natural gas made from an end-user’s perspective** and not from a trading position. All research and analysis is done to provide value to Customer and that is reflected in the publications and recommendations.

- **A proprietary natural gas model** which identifies buying opportunities in the natural gas market for end users. Summit’s models focus on identifying market trends and evaluating the risk and reward of taking a position in the market.

- **Facilitation of interaction** between Summit Energy’s risk management team and Customer will be with regularly scheduled conference calls allowing for a more detailed discussion on managing price volatility.

- **Development of a risk management policy and strategy** focused on energy markets. Work with Customer to develop a **Risk Profile** that will be utilized to develop a purchasing strategy.
Resource Advisor Highlights

- Business intelligence through your lens
- Customized data on your homepage and place it where you prefer
- View savings success instantly
- Benchmark facility performance
- Access cost and usage metrics
- Gain one-screen view of facility metrics and success
- Access important documents quickly
- Tap into market-specific intelligence
- Build & review customized reports
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