

ESC



Leading companies to
Cost-Effective
& Sustainable Energy



Summit manages
219,397 sites
in North America

Over 4500 sites in Pennsylvania

\$20 Billion
managed spend

Independent
& unbiased

Our Core
business

350+
dedicated employees

13 Global
offices

82 Countries
active management

 **SummitEnergy**

Quick Facts

A subsidiary of
Schneider
Electric

❖ 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

... a Subsidiary of Schneider Electric



- ❖ 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



- ❖ 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

- **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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