

# Energy Procurement

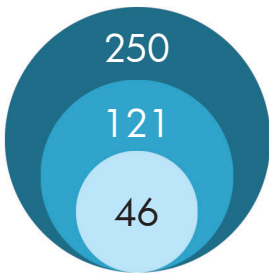
Unbiased and independent since 1996, APPI Energy provides data-driven energy consulting and procurement solutions that reduce electricity and natural gas costs. As energy management consultants, we perform due diligence of competitive suppliers in every deregulated market.

The Specialty Graphic Imaging Association selected APPI Energy as its endorsed energy consultant. SGIA members have access to customized consulting and 22 years of experience and expertise to help reduce and manage 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 46 suppliers whom we trust to meet our clients' energy needs.

- 250 possible suppliers in market
- 121 suppliers researched by APPI Energy Corporate Counsel
- 46 suppliers are APPI Energy approved. Less than 18% 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 599 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.

## Where we work

### Deregulated Electricity Markets

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

## By the numbers

Deregulated States	LAST MONTH	PRIOR WEEK	LAST WEEK
D.C.	0.0702*	0.0723	0.0704
Delaware	0.0732	0.0759	0.0728
Illinois	0.0548	0.0548	0.0541
Maryland	0.0674	0.0686	0.0678
New Jersey	0.0951	0.0982	0.0937
Ohio	0.0568	0.0574	0.0564
Pennsylvania	0.0652	0.0667	0.0652
Texas	0.0415	0.0425	0.0416

The above chart illustrates a look at APPI Energy's proprietary database of more than 250 million records compiled during 22 years of experience. We update prices daily across all service territories.

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

