



# ENERGY PROCUREMENT SERVICES

## ELECTRICITY PROCUREMENT & NATURAL GAS MANAGEMENT

The program is available to all commercial and industrial users of energy. APPI can develop a strategy and implement a supply structure that will begin within a month or as far out as four years from today. Supply agreements can have terms from one to 60 months. APPI's services are provided to each Client in the manner and timeframe that meets the Client's risk parameters and decision-making guidelines.

### DEREGULATED ELECTRICITY STATES

CT\*, DC, DE\*, IL, NJ\*, MA, MI\*, MD, ME\*, NH\*, NJ\*, NY, OH\*, PA\*, and TX  
\*Limited opportunities in these states

### DEREGULATED NATURAL GAS STATES

AR, DC, FL, GA, IN, KY, MA, MD, MI, NM, NY, NC, OH, OK, SC, VA, WV, WI

## GREEN ENERGY THROUGH RENEWABLE ENERGY CERTIFICATES (REC)

APPI provides procurement of RECs in both deregulated and regulated states.  
This contributes toward L.E.E.D certifications.

### APPI'S ENERGY PROCUREMENT PROCESS

- \* Discuss Client's status; develop strategy and a plan of action
- \* Retrieve, analyze, and review account information and usage data
- \* Formulate an electronic Request For Proposal ("RFP")
- \* Submit RFPs to qualified competitive energy suppliers
- \* Utilize an online, reverse auction platform (if appropriate) for maximum efficiency and price discovery
- \* Process responses from suppliers to the RFPs and review responses with Client
- \* Process all documents to implement the Client's energy service with the new supplier
- \* Provide ongoing consulting and account service to Client for the duration of the term of the agreement
- \* Monitor energy markets, suppliers, and prices and review information with Client

*APPI's mission and operating model are based on one premise: providing superior, independent consulting services that decrease energy expenses.*

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**APPI**  
ENERGY

TRUSTED. RELIABLE. POWERFUL SOLUTIONS.