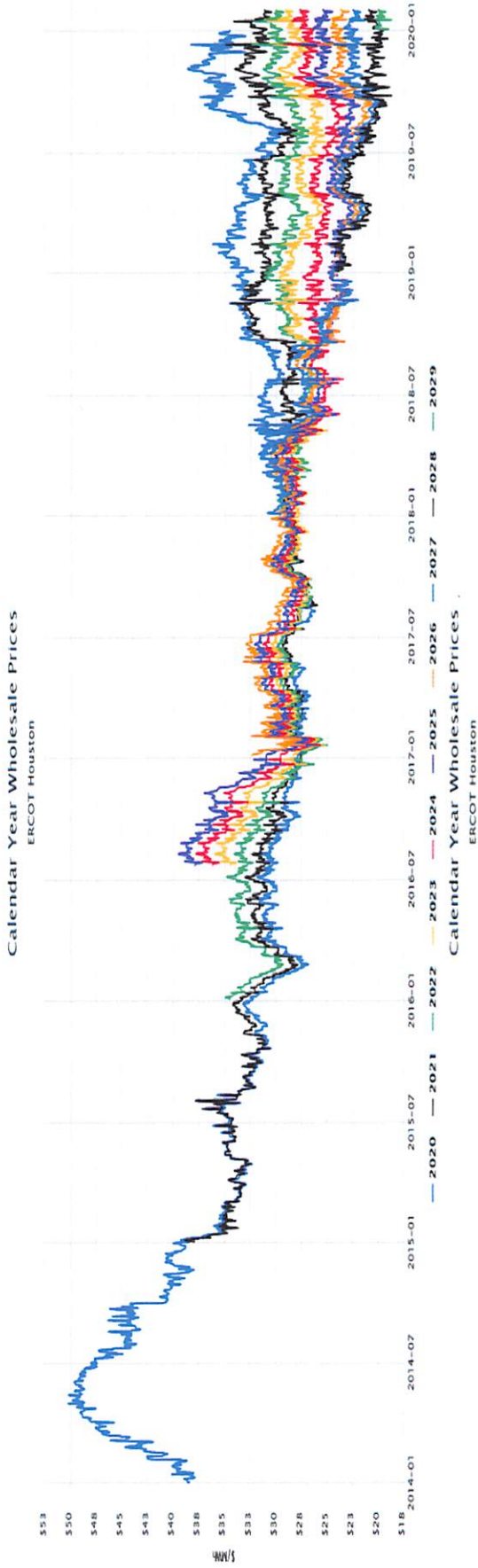


Markets - Electricity



Procurement – Process Overview



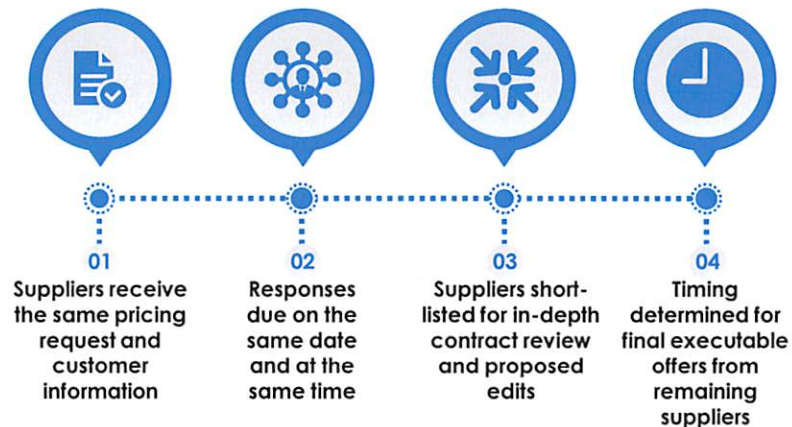
Consider up to 15 different suppliers, reduce list to 8 or less for price request

- › Supplier Criteria Considered – Experience within specific customer vertical, pricing, product set, customer service, contract flexibility, back office operations, sophistication, risk management and financial stability
- › Supplier Due Diligence – Interviews with key personnel from various functional areas, company visits, contract reviews, on-going supplier performance with existing customers of 5, company financials, and years of experience



Conduct multiple competitive pricing rounds

- › Review term lengths, products and contract specifics based on procurement strategy
- › RFP process:



Compile list of other services and potential providers

- › Demand response, power factor correction, natural gas, bill pay/audit, benchmarking