

# Apples-to-Apples

## Product Comparison Worksheet



Buying electricity for your business can be complicated, even for buyers with decades of experience. The purchase of electricity involves a number of variables, and many of these cost components tend to fluctuate -- sometimes quite drastically.

Altogether, your total energy price is dictated by about 15 separate cost components. But your energy costs come in two basic categories: delivery and energy. Delivery cost increases are typically passed on to the consumer But

you have more flexibility when it comes to pricing your energy supply.

It is important to understand the various price components included in a customer's electric price in order to equally compare suppliers offers and avoid unnecessary and costly price surprises.

Please use the worksheet below to help determine exactly which components are included in electricity products from different suppliers.

	SUPPLIER 1			SUPPLIER 2			SUPPLIER 3		
<b>PRODUCT NAME</b>									
Type (Circle)	Fix	Flex	Float	Fix	Flex	Float	Fix	Flex	Float
Included Components (Please Mark)									
Energy									
Congestion									
Ancillary Services									
ISO Charges/Admin Fees									
T&D Line Losses									
Network Integrated Transmission									
All Other Utility Related Charges									
Utility & Transmission Tariff									
All State & Local Taxes									
Installed Capacity (RPM)									
Renewable Portfolio Requirements									
Contract Terms	//	//	//	//	//	//	//	//	//
Term Start									
Term Length (Months)									
Band %									
Enrollment Fees									
Connection Fees									
Special Provisions									
<b>Price (\$/KWH)</b>	\$ .	\$ .	\$ .	\$ .	\$ .	\$ .	\$ .	\$ .	\$ .

### Questions to ask your prospective supplier about their products

- What is the price per kilowatt-hour?
- Is the price of the electricity fixed or variable (index)?
- Which cost components are fixed (included in the price) and which ones are pass-through (not included)?
- Does the price include state taxes?
- What is the length of the agreement?
- What is the start date of the agreement?
- Can the price change within the term, and how will you be notified?
- Are there extra charges if your electricity usage is significantly above or below (bands) your usual levels?
- How long is your price offer valid?

You may have secured the perfect electricity product for your company, but what happens to your contract if the company is unstable, has a poor credit rating, or is not licensed by the state? "In today's volatile market, dealing with a company with strong credit is the only way to be fully confident that the deal you strike will be fully honored."

-Andrew Welssman, Editor-in-Chief Energy Business Watch