

PRODUCT: Fixed Price



Energy Providers design Fixed Price Products for customers who want stability, simplicity, and protects budget against the risks of fluctuating energy prices. With a fixed price solution, you'll minimize that risk by securing a rate that will not change for the length of your agreement, even if prices spike in the spot market. You pay one fixed price per kWh for all of your electricity usage for the term of your choice.

Based on your historical and forecasted consumption, the providers will determine how much power to purchase in advance to be able to provide a fixed price for you. We manage the risk so you can relax.

OPTIONS:

Ancillaries, capacity, and transmission can be fixed or passed through, depending on the wholesale market. If fixed, they are included in your contract price.

Purchase renewable energy certificate to green a percentage of your usage.

OPTIONS:

Price Certainty – One fixed price for all usage.

Simplicity – Make a one-time decision.

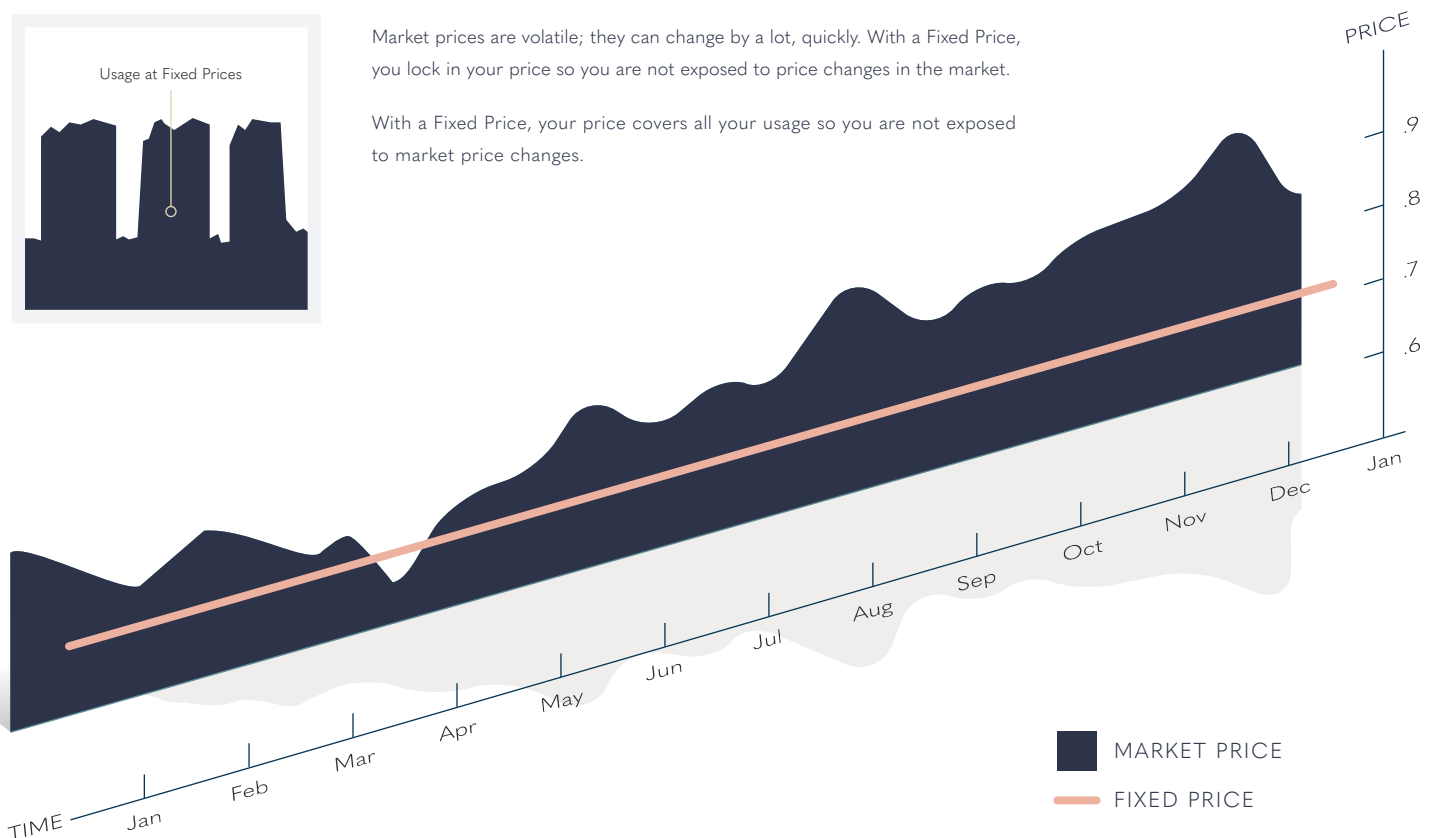
Easier Budget Management – You'll gain the stability to plan your budget and electricity consumption more effectively.

Usage Variance Protection – Keep a fixed price even when your usage varies from events beyond your control, such as a long summer heat wave.



Market prices are volatile; they can change by a lot, quickly. With a Fixed Price, you lock in your price so you are not exposed to price changes in the market.

With a Fixed Price, your price covers all your usage so you are not exposed to market price changes.



PRODUCT: Index + Block



Index Plus Block products are designed for customers who are willing to accept more risk for a lower price and want the flexibility that comes with taking an active role in managing your energy costs. You are savvy about the electricity market, willing to spend the time and effort to make ongoing decisions about when and how much to buy, and comfortable with more risk.

You decide when to fix the price for a fixed volume of usage; any usage above the fixed volume will be at the market price. We provide price information so you can decide when to purchase, and we analyze your historical and forecasted consumption to help you determine how much to purchase.

OPTIONS:

Default energy price is the market price. Choose Day Ahead or Real Time indices (availability depends on provider).

Fix the price for fixed volumes of electricity (blocks) for any number of calendar months during the term of the contract. Purchase blocks for standard periods (7x24, peak, off-peak, etc.).

OPTIONS:

Ancillaries, capacity and transmission can be fixed or passed through, depending on the wholesale market. If fixed, they are included in your contract price.

Purchase renewable energy certificates to green a percentage of your usage.

BENEFITS:

Flexibility – Change how much usage is at a Xfixed price.

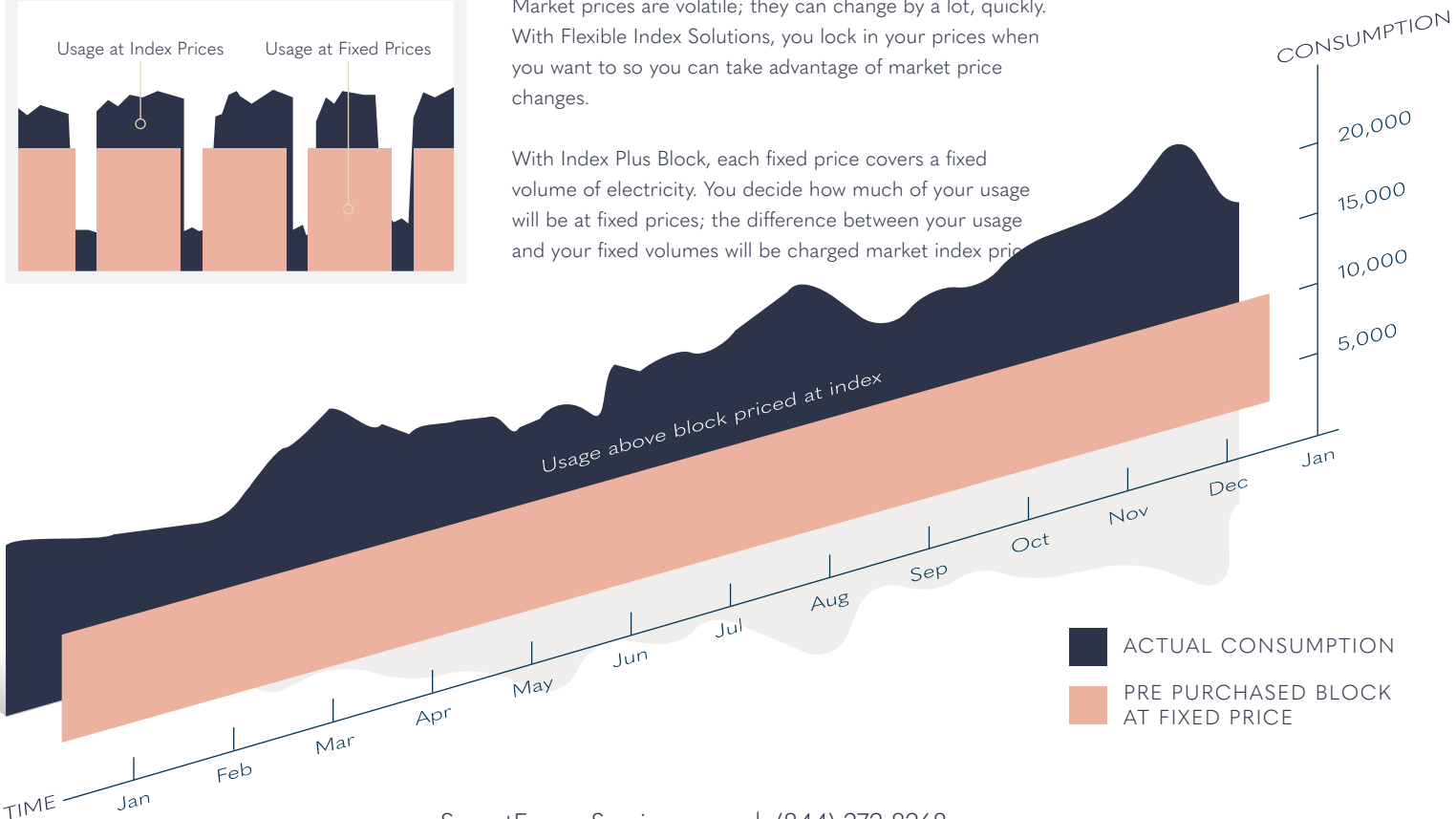
Market Events – Make purchases when market events present buying opportunities. when your usage varies from events beyond your control, such as a long summer heat wave.

Lower Price – Avoid the additional cost for usage variance protection (you take the risk of market prices for usage not covered by a fixed price block).



Market prices are volatile; they can change by a lot, quickly. With Flexible Index Solutions, you lock in your prices when you want to so you can take advantage of market price changes.

With Index Plus Block, each fixed price covers a fixed volume of electricity. You decide how much of your usage will be at fixed prices; the difference between your usage and your fixed volumes will be charged market index price.



PRODUCT: Index+Adder



HOW DOES THIS PRODUCT WORK?:

Electricity price fluctuates based on wholesale index.

No risk premiums in price for electricity price or volume.

Adder is the remaining Savant Energy Services price component other than energy.

Adder components related to Savant Energy Services are fixed for the term.

Product can be converted to a Savant Energy Services offering at any time during the term.

CHARACTERISTICS OF COMPANIES ON THIS PRICE PLAN:

Want lowest price over an extended period of time.

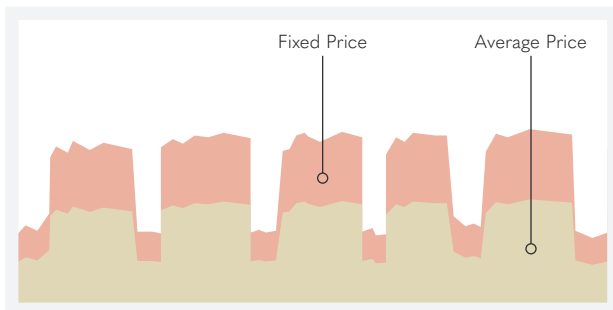
Best for companies with robust cash flows.

Willing to take on the risk of market movement.

May have extensive industry and market knowledge.

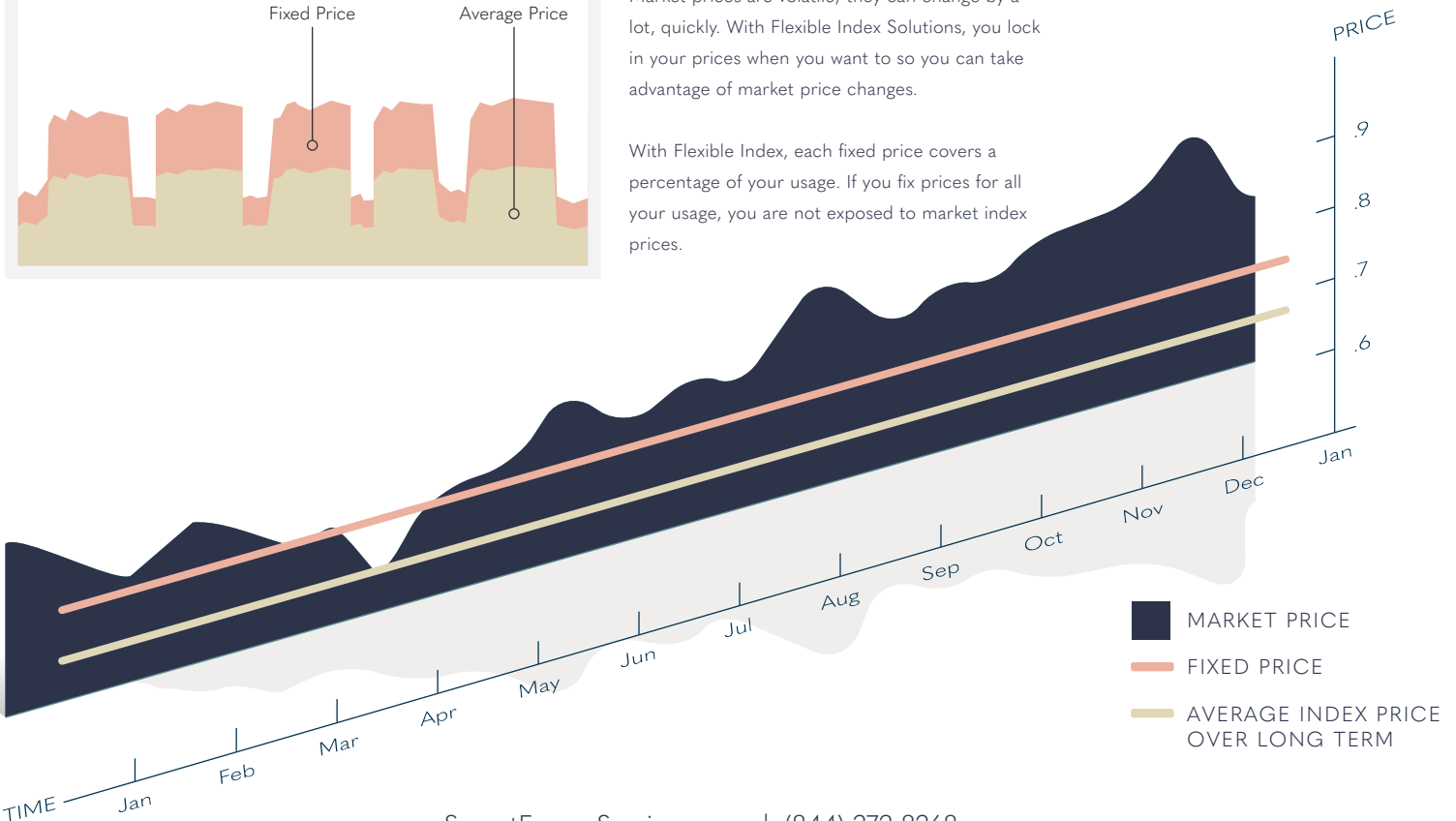
Purchasing Tip

Although all energy prices are made of the same basic components not all products are created the same. That's why it's important to understand which are passed through when selecting the best product for your business.



Market prices are volatile; they can change by a lot, quickly. With Flexible Index Solutions, you lock in your prices when you want to so you can take advantage of market price changes.

With Flexible Index, each fixed price covers a percentage of your usage. If you fix prices for all your usage, you are not exposed to market index prices.



PRODUCT: Heat Rate



This product pricing is derived from a quoted heat rate value, the published natural gas index that you select and your electricity usage. Energy providers implement three pricing options to support a range of preferences:

1. FULL REQUIREMENTS:

Our full requirements product offers an all-inclusive Heat Rate, which includes costs for all components, including energy, ancillaries, losses, congestion and renewable portfolio standards, as well as ERCOT ISO and Direct Energy Business fees.

$$\text{Electricity Price} = \text{Heat Rate (fixed)} \times \text{Natural Gas Index (variable)} \times \text{Monthly Usage (variable)}$$

2. LIMITED FULL REQUIREMENTS WITH FIXED RETAIL ADDER:

With this, the heat rate value quoted is for your commodity portion only and may be target or market-based. All additional cost components are quoted as a fixed rate under a single retail adder.

$$\text{Electricity Price} = \left[\text{Heat Rate (fixed)} \times \text{Natural Gas Index (variable)} \right] + \text{Retail Adder (fixed)} \times \text{Monthly Usage (variable)}$$

3. LIMITED FULL REQUIREMENTS WITH COMPLETE PASS-THROUGH:

The complete pass-through option also provides a heat rate quote for your commodity portion only. However, all additional cost components are passed through at cost.

$$\text{Electricity Price} = \left[\text{Heat Rate (fixed)} \times \text{Natural Gas Index (variable)} \right] + \text{Pass-Through Costs (variable)} \times \text{Monthly Usage (variable)}$$

PRODUCT: Flexible Index



Flexible Index products are designed for customers who want price stability and the flexibility that comes with taking an active role in managing your energy costs. You should be knowledgeable about the electricity market and willing to spend the time and effort to make ongoing decisions about when and how much to buy.

You decide when to fix the price for a percentage of your usage and any usage not covered by a fixed price will be at the market price. We provide price information so you can decide when to purchase.

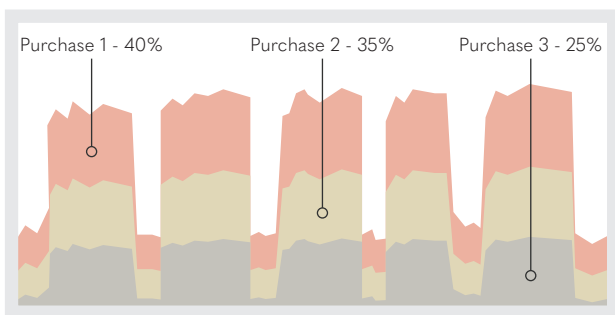
OPTIONS:

Default energy price is the spot market price. Choose Day Ahead or Real Time indices (availability depends on provider).

No risk premiums in electricity price for possible changes in price or volume.

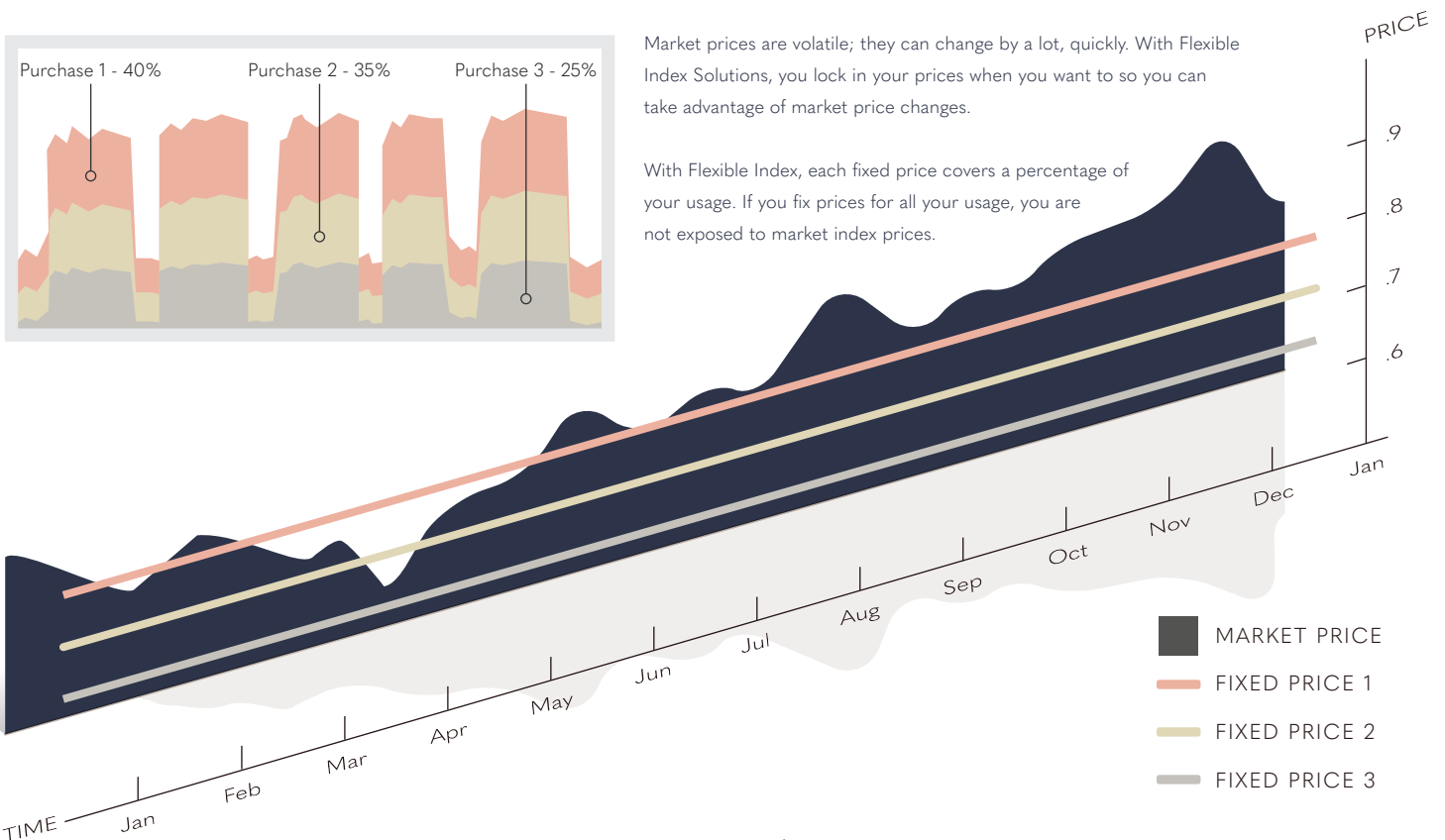
Fix the price for a percentage of usage for any number of calendar months during the contract term (up to 100% of load).

Ancillaries, capacity and transmission can be fixed or passed through, depending on the wholesale market. If fixed, they are included in your contract price.



Market prices are volatile; they can change by a lot, quickly. With Flexible Index Solutions, you lock in your prices when you want to so you can take advantage of market price changes.

With Flexible Index, each fixed price covers a percentage of your usage. If you fix prices for all your usage, you are not exposed to market index prices.



BENEFITS:

Want lowest price over an extended period of time

Best for companies with robust cash flows

Willing to take on the risk of market movement

Flexibility – Change how much usage is at a fixed price.

Price Certainty – Fixed prices for some or all usage.

Market Events – Make purchases when market events present buying opportunities.

Easier Budget Management – Manage your budget by fixing prices in advance for all usage.

Usage Variance Protection – Keep fixed prices even when your usage varies from events beyond your control, such as a long summer heat wave.