



# Why APPI Energy?

APPI Energy provides our clients with a comprehensive way to reduce energy expenses and minimize budgetary risks. Through our electricity and natural gas procurement services, we negotiate with suppliers to ensure you are provided with ideal pricing and contract terms to fit your needs. Our holistic energy services provide financially and functionally vetted solutions to decrease energy costs, reduce demand, and improve resiliency and sustainability.

**We are here as a true extension of your team.**

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## Veterans in the Industry



Celebrating **25 years** of business, we are one of the oldest and largest energy consulting firms in North America. We are the original pioneers in North American energy procurement.

## Experts in the Industry



APPI Energy manages billions of dollars of energy spend, with more than **34,000 service accounts** across a diverse portfolio of government, commercial and industrial clients.

## Endorsed in the Industry



With **160+ affinity endorsements**, national and state trade associations continue to choose APPI Energy year after year as their preferred & exclusive energy partner.

# Energy Procurement

Since 1996, we have provided data-driven procurement and efficiency services to clients across North America. Our proprietary database of daily supplier prices enables us to benchmark and identify how to best manage your energy profile.



APPI Energy is available to analyze your energy usage, evaluate your energy bill, deliver a green-apples-to-green-apples comparison of supplier prices and contracts, and negotiate a supply solution tailored to help your organization set and meet your energy goals.

## Benefits to you include:

- Negotiating on your behalf: Advocating for you, not the supplier or the utility
- Minimizing risk: Analyzing contracts and monitoring regulatory changes
- Providing customized solutions: Comprehensive evaluations on demand & usage profile
- Save you time: Evaluate local utility and government policies to ensure all incentives are being captured

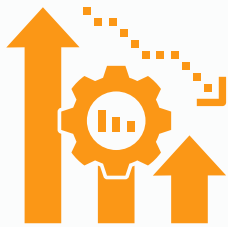


## Technology & Supplier Agnostic

APPI Energy performs extensive, on-going research on the hundreds of available suppliers in North America, and of those, only 40 currently meet our stringent due diligence process and requirements. We obtain diverse recommendations from a variety of vetted suppliers, vendors, and industry experts, before providing insightful, unbiased advice and solutions to our clients. To that end, we continuously re-evaluate our supplier partners to ensure they live up to our client-focused criteria.

# Energy Efficiency & Sustainability

APPI Energy provides **customized solutions**, implementing projects for your organization as part of an overall energy management portfolio of **solutions and services designed to generate value**. LED retrofits, demand response, combined heat & power, utility bill management, solar, RECs, battery storage and energy conservation measures are just a few of the solutions we can tailor to meet your energy goals. Our solutions are technology and product agnostic, ensuring your facilities are using the most productive energy efficiency measures.



## Reduce Demand

By adopting a systems approach, and analyzing how, when and why you consume energy, we identify, design and implement proven solutions to reduce your demand costs.

Whereas energy supply costs have been relatively flat the past five years, demand charges have increased and now represent a large percentage of commercial and industrial clients' bills.

Implementing and optimizing demand cost reduction solutions provides significant and ongoing savings year-over-year.



## Reduce Costs

We provide our clients with a comprehensive way to reduce energy expenses and minimize budgetary risks. Unbiased and independent, we perform comprehensive due diligence of competitive suppliers in deregulated markets to provide data-driven expert consulting for the procurement of electricity and natural gas.

Our depth of supplier vetting includes review of financial stability, billing accuracy, customer service and resolution timing, management experience, and contract terms & conditions.



## Increase Sustainability

Sustainability in energy and operations is about more than just reducing your carbon footprint, it's also a cost reduction strategy. Our tailored solutions save money and reduce carbon footprint for dual impact.

Additional benefits can be derived from increasing the sustainability of operations by the implementation of a resilient power supply and clean energy generation/storage.

Our recent investments generate enough clean energy to power New York City for 1-2 days.



# Committed to Service. Always.

Our work doesn't end when the contract is signed. Our in-house, full-service customer service team is here to help! We have intentionally remained a boutique energy consulting firm, growing incrementally with our client base to ensure each and every client continues to receive the dedicated attention and expert insight on which our reputation was built over the past 25 years.

● We assist with account adjustments, including adding or dropping meters, to ensure a smooth transition.

● We interact on your behalf with utilities and suppliers. We also verify bill accuracy and resolve billing and credit errors.

● We evaluate local utility and government policies for financial incentives & reimbursements that save you money.

● We continually monitor and identify opportunities and options for renewal.

# OUR MISSION IS TO BE THE TRUSTED ENERGY ADVISOR EMPOWERING CLIENTS TO MAKE WELL-INFORMED DECISIONS.

## Our Core Values

### Stewardship



We are committed to serving others.

### Accountable



We take full ownership for our decisions and actions.

### Insightful



We provide accurate, timely and impartial intelligence.

### Innovative



We are forward thinking, continually creating better solutions.

### Integrity



We are honest, ethical and professional, committed to consistently upholding the highest standards.



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