

# Natural Gas Management

Unbiased and independent since 1996, APPI Energy provides data-driven consulting and procurement solutions that reduce and manage energy costs on an ongoing basis. As energy management consultants, we perform due diligence of competitive suppliers in every deregulated market. The APPI Energy team of experts will analyze your gas accounts, compare utility tariff costs with competitive supplier prices, and evaluate and verify your historical usage and billing data.

APPI Energy has earned the endorsement of 158 affinity groups, trade associations, and chambers of commerce to provide members customized consulting and access to 22 years of experience reducing and managing energy expenses.

## OUR PROCUREMENT PROCESS IS EFFECTIVE

1. Analyze all gas accounts
2. Compare wholesale and retail prices
3. Evaluate historical usage
4. Structure a custom RFP
5. Negotiate contracts
6. Transition new services
7. Maintain customer service excellence
8. Identify future cost-reduction opportunities

## APPI ENERGY ONLY WORKS WITH TRUSTED SUPPLIERS

APPI ENERGY has relationships with 16 natural gas suppliers that we selected to meet our clients' gas supply needs.

- Corporate Counsel and gas experts perform due diligence on all suppliers. Our in-depth supplier analysis includes review of financial stability, billing accuracy, customer service performance, management experience, and contract terms and conditions.
- Request for Proposals are based on your unique requirements, including terms and monthly volumes, and are sent to only vetted and licensed suppliers.
- Ongoing review and management of all accounts and contracts is a key component of our natural gas management services.

## OUR CUSTOMER SOLUTIONS MAKE SENSE

1. We verify bill accuracy and resolve billing errors and credit issues. During the last year, APPI Energy resolved 599 customer service cases.
2. We evaluate local gas utility programs for financial incentives and reimbursements that save you money.
3. We assist with account adjustments, including adding or dropping meters, to ensure a smooth transition.
4. We advocate on your behalf with gas utilities and suppliers.

## In their words

*"APPI Energy's natural gas experts reviewed our hospital's entire gas portfolio and identified our specific supply requirements. A detailed analysis of our current positions and needs resulted in APPI Energy developing an RFP, which was sent to qualified, licensed suppliers. Our hospital realized substantial cost reductions based on recommended trigger positions."*

Facilities Manager - 642,000 sq. ft.  
231,000 Dekatherms annually  
Madison, WI

## By the numbers

NYMEX PRICE SUMMARY		
Term	\$/MMBtu*	Change
Jan-18	\$3.028	(\$0.0760)
Apr-18	\$2.863	(\$0.0590)
July-18	\$2.921	(\$0.0550)
Oct-18	\$2.937	(\$0.0560)
Jan-19	\$3.215	(\$0.0540)
Apr-19	\$2.760	(\$0.0070)

FUEL COST COMPARISON		
Type	Price*	Change
Natural Gas	\$3.179 (\$/MMBtu)	1.9%
Crude Oil	\$57.03 (\$/barrel)	-1.7%
Gasoline - RBOB	\$2.53 (\$/gallon)	-1.1%
Ethanol	\$1.35 (\$/gallon)	-1.6%
Heating Oil	\$1.92 (\$/gallon)	-1.8%

*\*All prices are for illustration purposes only*

