

# Energy Procurement

Unbiased and independent since 1996, APPI Energy provides data-driven energy consulting and procurement solutions that reduce electricity and natural gas costs in Pennsylvania. As energy management consultants, we perform due diligence of competitive suppliers in every deregulated market.

Hanover Area Chamber of Commerce selected APPI Energy as its endorsed energy consultant. Hanover Area Chamber of Commerce members have access to customized consulting and 21 years of experience and expertise to help reduce and manage energy expenses.

## OUR PROCUREMENT PROCESS IS EFFECTIVE

1. Evaluate energy needs
2. Analyze energy usage
3. Vet suppliers
4. Compare pricing
5. Negotiate contracts
6. Transition new services
7. Maintain customer service excellence
8. Monitor the market and your accounts
9. Identify future solutions

## APPI ENERGY ONLY WORKS WITH TRUSTED SUPPLIERS



APPI ENERGY maintains a working relationship with 41 suppliers whom we trust to meet our clients' energy needs.

- 300 possible suppliers in market
- 117 suppliers researched by APPI Energy Corporate Counsel
- 41 suppliers are APPI Energy approved. Less than 12% of suppliers meet our stringent, due diligence evaluation

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

## OUR CUSTOMER SOLUTIONS MAKE SENSE

1. We verify bill accuracy and resolve billing errors and credit issues. During the last year, APPI Energy resolved 519 customer service cases.
2. We evaluate local utility and government policies 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 interact on your behalf with utilities and suppliers.
5. We determine if you qualify for energy sales tax exemptions and manage reimbursements at no cost to you.

## In their words

*"APPI Energy was able to negotiate our target price and we are very satisfied with our savings and budget certainty. The level of service has been outstanding and we receive constant updates and information from APPI Energy. This is a great benefit and one I recommend to other Chamber members."*

Kevin Davis  
Hanover Terminal, Inc.  
Hanover, PA

## PA by the numbers

UTILITY	LAST WEEK	LAST MONTH	LAST QUARTER
Duquesne Light	0.0708*	0.0716	0.0706
Met-Ed	0.0607	0.0613	0.0609
PECO	0.0682	0.0693	0.0683
Penelec	0.0619	0.0623	0.0623
PennPower	0.0688	0.0706	0.0695
PPL Electric Util.	0.0685	0.0711	0.0694
W Penn Power	0.0627	0.0645	0.0638

The above chart illustrates a look at APPI Energy's proprietary database of more than 200 million records compiled during 21 years of experience. We update prices daily across all service territories.

*\*All prices are per kWh and for reference only*