



Affiliated Power Purchasers International, LLC Executive Overview

Affiliated Power Purchasers International, LLC (APPI), based in Salisbury, MD, is an independent energy and utility consulting company. APPI identifies and implements solutions that reduce the costs of businesses' energy, utility, and telecommunications expenses. APPI is not affiliated with any energy company and is owned, operated, managed, and financed by its original founders.

In 1998, APPI received the endorsement of the American Society of Association Executives (ASAE) as its exclusive energy-consulting partner. ASAE is the largest association representing the professional staff of U.S. and international associations. Its members manage leading trade associations, individual membership societies, and voluntary organizations across the United States and in 50 countries. In addition to the ASAE endorsement, APPI has been chosen and endorsed as the exclusive utility and energy consultant by 149 national and state trade associations.

Energy Procurement Services

APPI assists businesses, associations, and other consumers of energy and utility services in reducing electricity and natural gas costs by identifying, analyzing, negotiating, and structuring individual supply contracts. APPI's staff of engineers, tariff and regulatory specialists, financial and legal professionals, and account management advisors will prepare electricity and natural gas account and usage information for presentation to qualified suppliers. APPI will analyze pricing, rate information and offers, and negotiate contract terms and conditions for each user location. APPI's independence and technical infrastructure gives its clients access to competitive pricing and other information from qualified suppliers nationwide.

- APPI manages the electricity procurement for commercial and industrial businesses with thousands of locations in many states.
- APPI has been negotiating and implementing electricity and natural gas supply contracts since 1996.
- The price, and all other terms and conditions of each energy contract are individually negotiated.
- APPI has in-house legal counsel and financial management expertise to assist clients in analyzing and negotiating contracts.
- APPI's operations and legal staff monitor the long-term success and analyze the viability of all suppliers it recommends through its stringent due diligence process. This encompasses a review of a company's financial history and stability, customer service timeliness and reporting processes, billing systems, and management's experience and expertise.
- APPI has contracts with active energy suppliers in all deregulated electricity markets. This allows APPI to electronically interface directly with each supplier for account analysis, load presentation, real time pricing, and supply contract implementation.

- Savings to clients by reducing the cost of electricity have been as much as 55 percent in supply contracts with terms of six to sixty months. The largest savings was almost \$1 million.

Utility Audit Services

A significant amount of telecommunication and utility bills contain errors. To identify these billing errors, implement changes, and monitor results requires expertise and a dedication of staff time. These resources are generally not available in most businesses. APPI audits energy, utility, and telecommunications accounts to identify billing errors, and analyzes rate structures to determine your true cost of service. APPI's Utility Audit Services assure billing integrity, verify savings, and reduce costs.

- There are no upfront expenditures, hourly fees, or retainers. As a performance based service, APPI is compensated only when it identifies, verifies, implements, and delivers savings to clients.
- The audit process is designed to require minimal effort from clients. Clients always make the final decision regarding the implementation of any recommendation.
- APPI requires only one month of invoices and a Letter of Authorization to conduct the audit.
- APPI performs an audit of existing account services and agreements for energy (electricity and natural gas), water, recycling, waste removal, freight, and telecommunications (voice and data). APPI's audit will:
 - Identify unjustified fees, billing errors, and overpayments.
 - Analyze rate structures and tariffs for savings opportunities and refunds.
 - Correct billing errors and make adjustments for immediate and ongoing savings.
 - Secure refunds of amounts due.
 - Evaluate alternative service providers and product options with existing providers that reduce costs.
 - Monitor accounts monthly to assure billing integrity and to validate savings.
- APPI provides complete documentation of any refunds or savings in detailed monthly invoices. Savings are based and verified on actual performance results each month.
- APPI has extensive experience with tariff research and rate selection in most states.
- APPI has no loyalties or exclusive arrangements with any service providers.
- All opportunities are implemented by APPI with the client's consent.
- Most audits result in verifiable, sustainable cost reductions of 10-30%. In addition, savings may increase over time as the analysis continues.

APPI has the technical infrastructure and experience to assist clients in diverse industries and of diverse size. APPI uniquely provides two essential ingredients to maximize cost reduction opportunities. One is a decade of experience in analyzing, tracking, and managing energy costs and advising clients in complex, deregulated energy markets. The second is APPI's experience in analyzing utility services and the expertise needed to implement cost reductions and solutions for clients with locations nationwide.

For more information about how APPI can assist your business in reducing its utility expenses and improve its bottom line, please contact Kathy Kiernan, Vice President of Business Development, at 800-520-6685 or kkiernan@appienergy.com. The APPI website can be viewed at www.appienergy.com.