

RMA ENERGY PROGRAM: PUTTING A LID ON ELECTRICITY AND NATURAL GAS EXPENSES





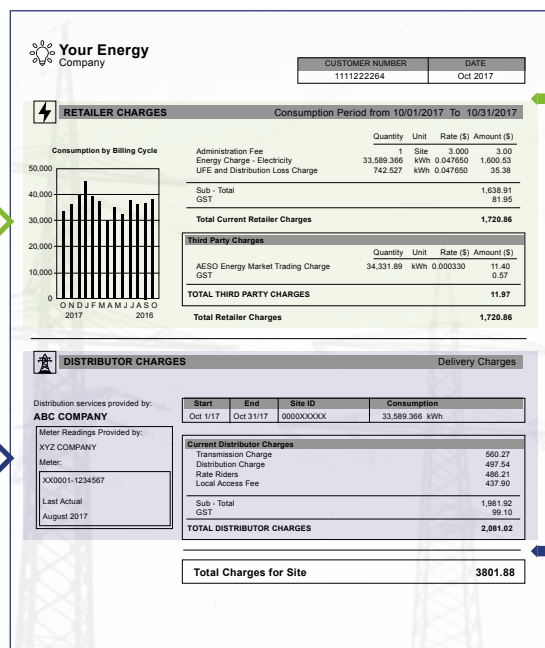
8760 has worked with RMA members to help manage their utility expenses. Our industry expertise and 360 degree approach works to **optimize, contain** and **reduce** electricity and natural gas costs.

THE RMA ENERGY PROGRAM OFFERS:

- **THE BEST PRICE** – by aggregating similar customers together into a large pool of business, our formal tender process has resulted in **extremely competitive prices** in the past for participants. This can have a very positive impact on containing/reducing utility expenses.
- **TRANSPARENCY AND CONTROL** – by participating in our program, customers gain transparency with respect to the margins and fees being charged on utility usage and ultimately creates better control over the available options and getting the optimal price.
- **MANAGED PROGRAM** – Our program goes beyond price. We help with any billing issues, site adds and drops, budget creation, data analytics and trending, and industry insights into current and forward pricing conditions.
- **360 DEGREE MANAGEMENT** - customers benefit through a 360 degree approach to managing utility expenses. This means that all aspects of the bill are reviewed for optimization, delivery charges, the commodity price and our new energy efficiency services works to help reduce consumption levels - all of this helps to put a lid on utility expenses.

**ENERGY RETAILERS
FOCUS ON TOP PART:
GOAL IS PROFIT
MAXIMIZATION**

**WIRES COMPANIES FOCUS
ON BOTTOM PART:
GOAL IS REGULATORY
COMPLIANCE**

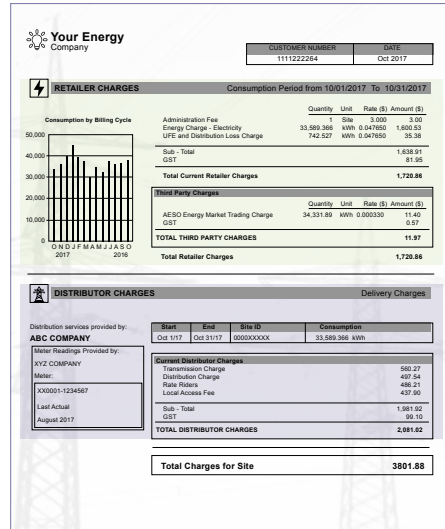


**FOCUSES ON
THE ENTIRE BILL:
GOAL IS OPTIMIZATION**



UNDISCOVERED ENERGY SAVINGS

Many organizations believe that their utility costs are locked in stone and there is no way to save other than to simply use less power or natural gas. In fact, there could be undiscovered opportunities in both parts of your energy bill that could help reduce your utility costs by thousands of dollars annually.



RETAILER/
COMMODITY
CHARGES
UP TO
35%
OF YOUR BILL

DELIVERY
CHARGES
UP TO
65%
OF YOUR BILL

DELIVERY CHARGES: 65% OF YOUR BILL

Delivery charges now make up a significant part of your monthly utility bill and most organizations believe these costs are locked in stone. Here are the facts about delivery charges:

- Delivery charges will continue to rise into the future
- Although these charges are regulated, they may not be optimized
- These charges are not managed or given attention by your Retailer
- You could be unnecessarily overpaying for this service and not even know it
- **Our delivery charge review saves on average 15-20%**

COMMODITY CHARGES: 35% OF YOUR BILL

Our strategies for managing the commodity usage part of your bill can help to minimize current and future pricing risk which can reduce or contain costs.

- Our aggregation and tender process creates additional buying power for participants which can lead to significantly better pricing than trying to secure a price on your own
- We work with several utility Retailers which enables us to get the ideal combination of price, product and term that is best for your situation
- We will examine your consumption history and devise product and hedging strategies that will serve to reduce and contain your utility expenses now and into the future
- We continuously monitor market conditions and will provide ongoing advice regarding when and how to obtain the best price based on your cost management goals

THE OPTIMIZATION GOAL

At 8760, our goal is to identify opportunities to save or contain your energy costs through a comprehensive look at all of your cost drivers. The strategies we develop are unbiased as we work for you, not the energy Retailers or service providers, and we look for ways to live up to our motto: We win when our customers win.



ENERGY EFFICIENCY SERVICE

As the world grapples with the impacts of climate change and the cost of energy consumption increases, organizations and businesses alike are turning their attention to finding ways to reduce their carbon footprints, reduce their overall level of energy consumption and change the kinds of energy that fuel their energy requirements.

If energy efficiency and decreasing your energy consumption is an important goal for your organization, our Energy Efficiency Service helps answer the following important questions:

- Where do you start?
- How do you know you are wasting energy and have opportunities to improve?
- How do you avoid making bad investments that do not provide expected returns?
- What is the cost of doing nothing given the impact of carbon taxes on natural gas?

Through our efficiency identification process using data analysis and onsite observations, we will develop an energy efficiency roadmap that will identify efficiency improvement opportunities, outline options for achieving reductions in consumption, quantify savings achieved and provide ongoing data monitoring that will ensure that future opportunities are also identified and considered.

