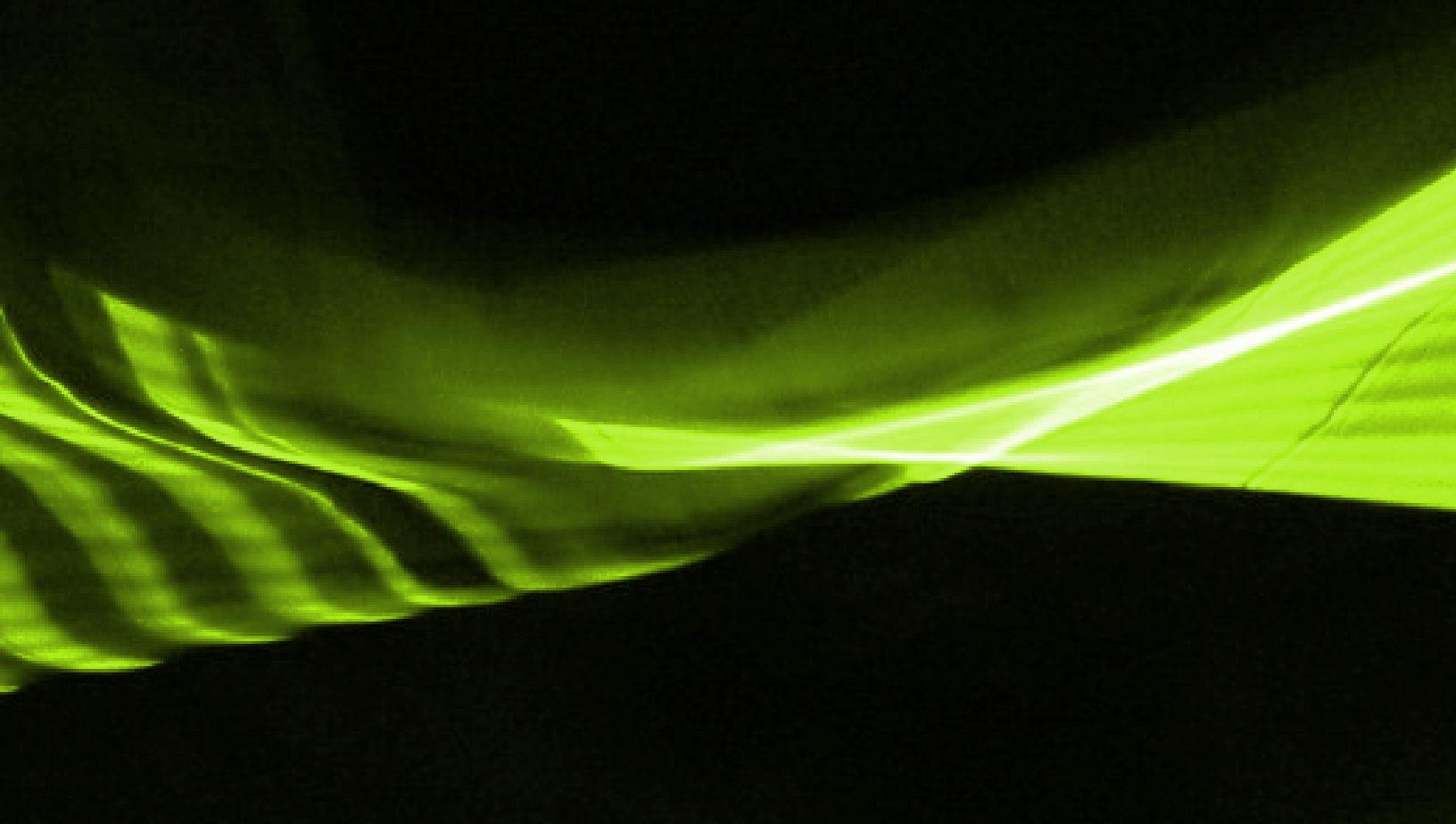


# PAETEC ENERGY SOLUTIONS

YOUR ADVOCATE FOR INFORMED ENERGY DECISIONS



PAETEC

## **MAKING ENERGY WORK FOR YOUR BUSINESS**

We're serious about being your energy advocate. Bringing vision and guidance to the marketplace, we emphasize an informative approach in working with our clients. We want you to understand the essential elements of energy decisions.

## **AN INDEPENDENT VOICE**

You have options for your energy supply service. *Let us be the voice behind your choice!*

We are an independent advisor serving our clients with a resourceful attitude. By partnering with the most trusted Energy Service Companies (ESCOs), we help determine the innovative and flexible services that match your organization's energy needs.

Our clients prefer working directly with us as we inform and guide their decisions. Our market knowledge enables PAETEC Energy to be a valuable resource for contract negotiation. And we'll help you manage all the details behind your decisions.

## **MANAGED LIFETIME SERVICE**

With carbon fuel and electricity markets in a perpetual state of change, energy decisions are dynamic in nature and require the vigilant spirit of PAETEC Energy.

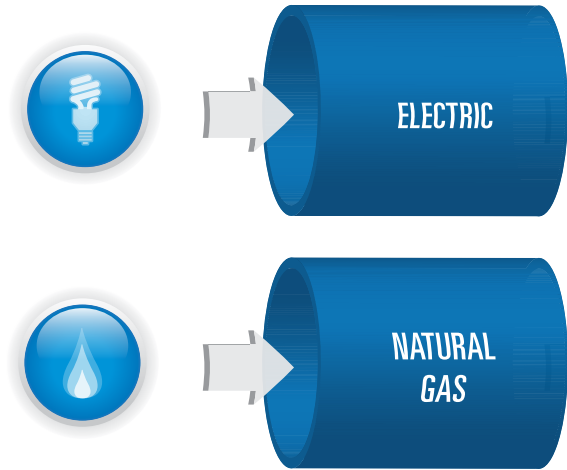
Let us be your constant advocate! Our energy professionals endeavor to understand each client's energy profile, needs and preferences.

We advance your interests throughout each decision process, seeking to earn your trust and the confidence to be your enduring partner for informed energy decisions!



## PERSONALIZED ENERGY SOLUTIONS

PAETEC Energy differentiates its presence in the marketplace by researching your energy profile and empowering our Energy Development Managers to customize a managed plan to meet your needs and satisfy your budget.



### ELECTRICITY SUPPLY

PAETEC Energy brings resourceful energy management solutions right to your business. From a spectrum of pricing models, we'll help you identify the best fit for your electricity supply requirements.

Price volatility is a foremost concern in today's energy markets. The rising cost of carbon fuels directly affects electricity cost as a significant percentage of power in America is produced from the burning of natural gas.

Whether you need price assurance for your monthly electricity budget or you prefer to float with a variable market price, we can guide you to the supplier and program that is best-suited to fit your needs.

#### FIXED PRICING:

You can lock in established future prices, achieve a predictable budget and avoid potentially painful swings in energy market pricing. Fixed pricing is tailored for the business that prefers strict budget control.

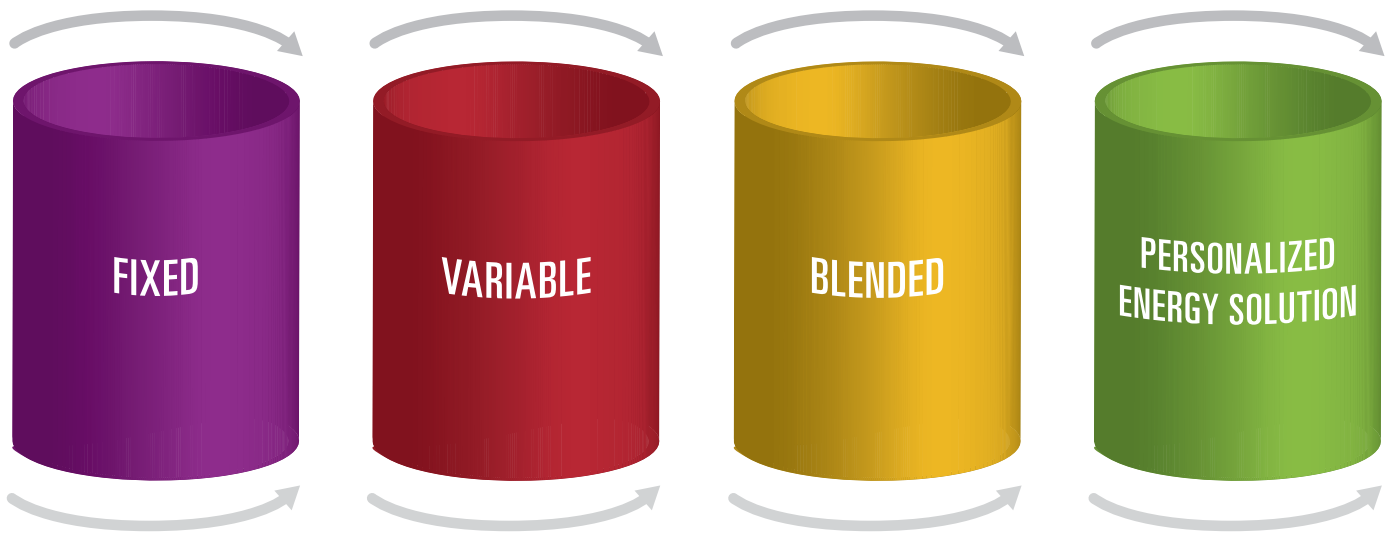
#### VARIABLE PRICING:

Moving with the variable market allows fundamental and financial market factors to influence pricing trends on a continuous basis. Depending on your energy profile you may have a choice between Day Ahead and Real Time electricity pricing.

Variable market pricing appeals to organizations that can tolerate the risk of an open position for their commodity power cost.

#### "BLENDED" OPTIONS:

Depending on your electricity requirements and level of risk tolerance, your firm might benefit from a blended pricing approach. Where available, this option is intended as a "price hedge" that seeks a balance between price certainty and constant market movement.



## NATURAL GAS SUPPLY

With guidance from PAETEC’s energy professionals, your business can now manage the highly unpredictable cost of natural gas. You have a number of options that offer distinct levels of flexibility and price risk.

A variety of influences affect today’s market for carbon fuels:

- Crude oil typically sets the price trend for all carbon fuels including natural gas
- Fundamental factors like weather and storage levels
- Geo-political conditions that threaten world supply for crude oil and Liquefied Natural Gas (LNG)
- Financial controls such as the world value of the dollar

### FIXED PRICING:

Firm future prices are sometimes the ideal solution for the organization that cannot accept market volatility. Our clients can rest assured that their natural gas expense is controlled and tracking to an established budget.

As market volatility increases over time, many energy decision makers have discovered that “spontaneous” fixed price purchases bring unpredictable - and sometimes painful - results.

Many organizations today are looking for a systematic approach to support their fixed price purchases. Innovative database systems can enhance human intuition regarding market judgments and help avoid decisions that may be harmful to your energy budget.

### VARIABLE PRICING:

The fluid nature of today’s oil and natural gas markets can result in price fluctuation that was unheard of only several years ago. With the variable pricing model, market volatility can present advantages as you participate in downward market movement.

Your price risk decision will depend, in part, on your organization’s ability to absorb or pass on unexpected price increases.

### BLENDED & CUSTOMIZED PRICING:

Blending the benefits of both fixed and variable market pricing can be an effective tool for establishing a strategy to hedge against market instability.

If your business has regional or national operations, you might prefer to control and manage your supply choices through financial tools available with select energy service companies.



## RENEWABLE ENERGY

Learn all about “Going Green” and what it can do for your business. PAETEC Energy can guide you through informed purchases of energy from America’s natural, non-polluting resources.

Among the leading sources of sustainable power are Hydro, Wind and Solar. Across the nation, countless clean energy projects are under development as America addresses its growing energy demands and the need for energy independence and environmental protection.

PAETEC Energy works with the leading suppliers of sustainable energy services that help protect and preserve our environment, while providing your business with the energy it needs.

We can help you diversify your energy portfolio and invest in a cleaner future for our nation.



## DEMAND RESPONSE

In many states across the country, power grid operators have developed programs that are instrumental in meeting peak demand for electricity. These initiatives offer financial incentive to commercial customers for agreeing to reduce their power consumption during periods of demand that may jeopardize power grid reliability.

These curtailment programs provide compensation to participants that have substantial power demands, while helping regional grids avoid the need for costly new power plants.

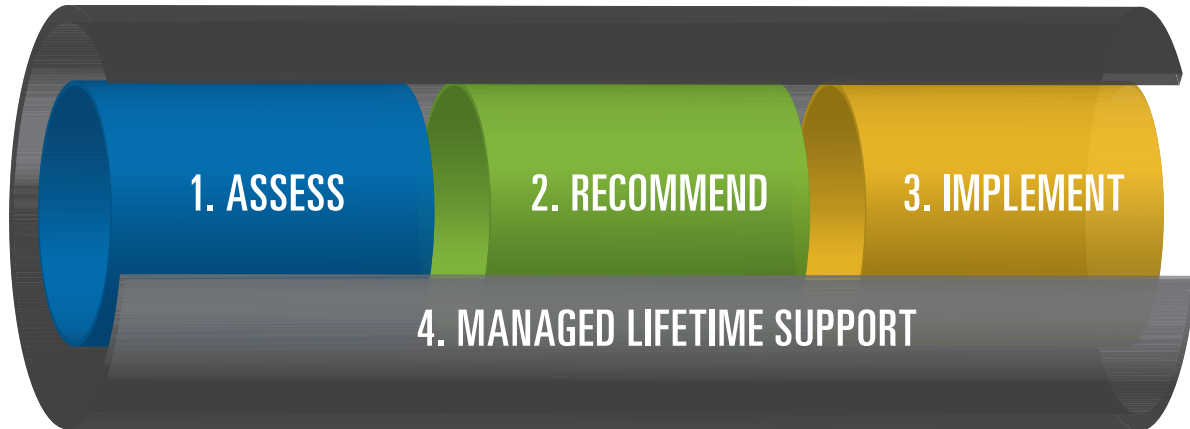
In addition, as demand for power in America steadily rises, Demand Response helps to control carbon emissions and other greenhouse gases that are harmful to the environment.

If your business is able to accommodate requests to periodically reduce demand from the commercial power grid, this may be a great way to join the Green movement!



## PAETEC ENERGY IS YOUR ADVOCATE FOR INFORMED ENERGY DECISIONS

Let us help guide you through today's volatile and competitive energy marketplace. Our process provides the platform for making informed decisions that reflect the needs and interests of your organization.



- 1. Assess:** We evaluate your historical energy consumption, pricing and supply contracts to determine your current profile and market positions.

With an understanding of your past practices and experience with energy decisions, careful consideration is given to your financial policies and tolerance for risk.

This is where supplier choice comes under analysis. Our clients appreciate having PAETEC Energy as their advisor through this process – rather than investing the time required to meet with multiple suppliers and work through the competitive market confusion to determine what direction to take.

- 2. Recommend:** Our proposals are designed to match the underlying needs and preferences of our clients. Working from a portfolio of services available through our supplier network, we strive to qualify our recommendations with an informative approach that sets expectations for cost control and/or reduction.
- 3. Implement:** Once a client has confirmed the solution that best fits their needs, we take it from there. We will assist in your contract review and negotiation with the selected provider - then ensure that the solution has been correctly implemented.

- 4. Managed Lifetime Support:** The work is not done when your decision has been executed. The vigilant spirit of PAETEC Energy will provide continuous assessment and ongoing counsel to address the changing movement of the energy markets and the evolving needs of your organization.

### WANT TO FIND OUT MORE?

Contact us today to schedule an energy audit for your business.

877.363.7409

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