

Sample Electricity Client Pricing Summary



Current			
Recommended Supplier	Recommended Indicative Price (\$/kWh)	Recommended Term	EDC Switch Deadline
Supplier A	50% ATC Load Following Block: \$0.04168	Mar 2019 - Mar 2020	50,643,265
	Real-Time Index Adder: \$0.00489		
Recommendation			
Recommended Supplier	Recommended Indicative Price (\$/kWh)	Recommended Term	EDC Switch Deadline
Supplier F	50% ATC Load Following Block: \$0.03643	Mar 2020 - Mar 2022	5 Days Prior
	Real-Time Index Adder: \$0.00376		

Provides direct insights on cost impacts
 Compare current and new contract prices. Trane uses recent energy usage and contract information to establish an easy to digest quick-view look at the impact of the RFP results on your energy pricing.

RFP Electricity Matrix Summary and Analysis

Client Name: USA Company
 Site(s): City, TX
 Utility: Local Utility
 Bids Due: DD/MM/YYYY

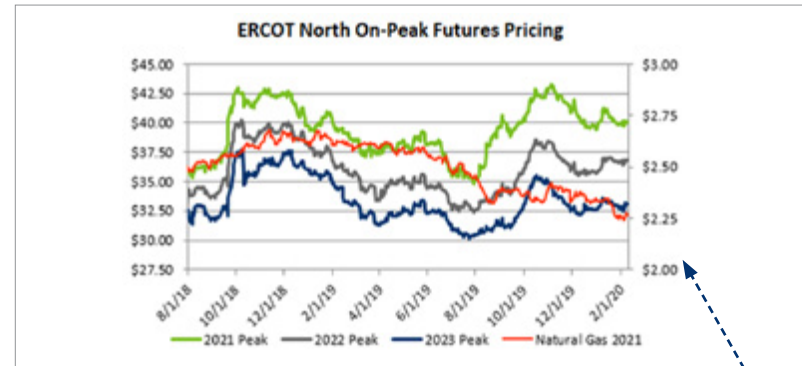
Saves you money because suppliers compete to give you the best price

In over 20 years of deregulated energy supply consulting, Trane has built relationships with over 400 energy suppliers across the country. Trane vets qualified energy suppliers so top suppliers in your local market are competing for your business.

Supplier	Product(s)	"12-Months Jan 2021 - Jan 2022"	"24-Months Jan 2021 - Jan 2023"	"36-Months Jan 2021 - Jan 2024"	Comments
Supplier A	All-Inclusive Fixed Price, No Pass-Throughs:	\$0.04221	\$0.04029	\$0.03928	Credit: Approved Payment Days: Net 30 days Adder Components: All-In Taxes: Not included in pricing Comments: 100% bandwidth; Basis originally included in adder, but extracted and added to block pricing for comparison purposes
	50% ATC Load Following Block:	\$0.03731	\$0.03487	\$0.03339	
	Real-Time Index Adder:	\$0.00506	\$0.00528	\$0.00563	
Supplier B	All-Inclusive Fixed Price, No Pass-Throughs:	\$0.04308	\$0.04073	\$0.03924	Credit: Approved Payment Days: Net 16 days Adder Components: All-In Taxes: Not included in pricing Comments: 10% bandwidth on All-In product
	50% ATC Load Following Block:	\$0.03777	\$0.03553	\$0.03412	
	Real-Time Index Adder:	\$0.00487	\$0.00476	\$0.00468	
Supplier C	All-Inclusive Fixed Price, No Pass-Throughs:	\$0.04471	\$0.04196	\$0.04023	Credit: Approved Payment Days: Net 20 days Adder Components: All-In Taxes: Not included in pricing Comments: 100% bandwidth
	50% ATC Load Following Block:	\$0.03913	\$0.03670	\$0.03515	
	Real-Time Index Adder:	\$0.00558	\$0.00526	\$0.00510	
Supplier D	All-Inclusive Fixed Price, No Pass-Throughs:	\$0.04262	\$0.04017	\$0.03858	Credit: Approved Payment Days: Net 20 days Adder Components: All-In excluding line losses Taxes: Not included in pricing Comments: 25% bandwidth on All-In product; Adder adjusted to include estimated line losses for comparison purposes
	50% ATC Load Following Block:	\$0.03892	\$0.03672	\$0.03531	
	Real-Time Index Adder:	\$0.00260	\$0.00245	\$0.00231	
Supplier E	All-Inclusive Fixed Price, No Pass-Throughs:	\$0.04158	\$0.03960	\$0.03833	Credit: Approved Payment Days: Net 20 days Adder Components: All-In Taxes: Not included in pricing Comments: 20% bandwidth on All-In product;
	50% ATC Load Following Block:	\$0.03527	\$0.03345	\$0.03227	
	Real-Time Index Adder:	\$0.00424	\$0.00430	\$0.00436	
Supplier F	All-Inclusive Fixed Price, No Pass-Throughs:	\$0.04140	\$0.04019	\$0.03871	Credit: Approved Payment Days: Net 20 days Adder Components: All-In Taxes: Not included in pricing Comments: 100% bandwidth
	50% ATC Load Following Block:	\$0.03765	\$0.03643	\$0.03500	
	Real-Time Index Adder:	\$0.00375	\$0.00376	\$0.00371	

Recommendation:

Enter into a new contract with Supplier F for the Mar 2020 - Mar 2022 term for a Block & Index product.



Time-saving spreadsheet allows you to quickly compare pricing and contract options

Trane evaluates available product, pricing and contract options to find what's best for your business.

Adapt to an ever-changing energy market

Trane market analysts monitor current local energy market conditions to make a strategic term recommendation based off of your business operations and energy price.

Specific recommendations and market analysis:

Enter into a new contract with Supplier F for the Mar 2020 - Mar 2022 term for a Block & Index product.

Forward electricity contracts delivered to the ERCOT North region continue to hold a strong correlation to delivered natural gas. Richard Glick, one of three Commissioners at the Federal Energy Regulatory Commission, continues to push for the agency to consider states' rights with regard to their generation mix when discussing the issues facing regional transmission organizations. This comes after FERC's December order directing PJM to alter its current capacity market mechanics. RTOs such as PJM are having a harder and harder time balancing individual states' varying energy policies to lower generation emissions with the RTO goals of securing adequate future generation at the lowest cost possible. With renewable generation continuing to grow, this issue will remain front-and-center with FERC and the various RTOs. To make matters worse, a rule known as fixed resource requirement (FRR) would allow states to remove their utilities' loads from PJM and secure their own generation outside of the PJM capacity auctions. The FRR has a 5-year requirement and not knowing which states would exercise this option makes PJM's job of balancing their own goal of securing capacity with individual states' rights much more difficult.



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