



Energize your bottom line

Transparent Energy's Online Reverse Auction helps customers reduce total energy spend.



About Transparent Energy

Transparent Energy (TE) is an energy management services firm that brings together the processes, expertise, and technologies to take the complexity out of energy management and turn it into bottom-line savings for the businesses, organizations, and governments we serve.

To date, we have transacted more than \$3.5 billion in energy products on behalf of our customers, creating more than \$250 million in value for them.

Using our proprietary software for transacting electricity, natural gas, and green power, TE helps customers lower their total energy spend by leveraging a superior process and utilizing best-in-class planning.

Our Lineage

2009 - Our two founders establish the company and develop proprietary reverse auction software.

2013 - Onboarded key personnel who bring decades of industry experience to scale and refine processes.

2014 - Expanded the current software solutions to include data management, benchmarking, and budgeting to provide a more holistic scope of services for clients.

2017 - TE begins to offer REC and sustainable project auctions through its platform.

2020 - TE makes a commitment to pursue renewable energy options in procurement events for all customers.

2023 - TE's diverse client base continues to expand and has executed \$3.5 billion in electricity, natural gas, and renewable energy.

Process, Expertise & Technology

Our mission is to simplify the complicated energy procurement process, acting as an advisor for our customers to reach their energy goals at the lowest available costs.

We use a proprietary platform for energy procurement auctions. These web-based, real-time events create a hyper-competitive environment and increase efficiencies in bidding, price discovery, contracting, and auditing that traditional paper-based procurement auctions cannot match.

TE's auction technology is backed by the people and expertise needed to run successful pricing events/auctions. TE's staff are experts in their respective markets, offering customers market insights, RFP development, and centralized communications with suppliers.

Clients

- ✔ 4,000+ Energy Supply Contracts Executed
- ✔ 3,000+ Unique customers served
- ✔ 250+ Million sq. ft. of real estate managed
- ✔ 250,000 utility accounts

Procurement Statistics

- ✔ 3.5+ Billion USD in energy supply spend transacted via online platform
- ✔ 250+ Million USD budget reductions
- ✔ 20+ TWh power procured | 500+ Million Dth of gas
- ✔ 7+ Million RECs procured

Why You Should Use Energy Auctions to Buy Power

1 LARGE SUPPLIER NETWORK

Competition is the key component of successful energy procurement. With an ever-increasing number of new supplier participants, our auctions ensure that the buyer receives bids from *all* available suppliers, providing a more holistic exposure to available market rates.

In comparison, paper-based requests for proposals (RFP's) traditionally used by buyers or consultants typically limit the number of suppliers to a small pool as the amount of effort to solicit additional bids requires much more effort.

This limits staff of traditional consultants to offer-ing an "adequate" price point as opposed to the "best" price available in the market.

2 EFFICIENT & TRANSPARENT PROCESS

The energy market is extremely volatile, which leads to highly fluctuating prices. The time spent between receiving a price and contracting that price may result in an unnecessary 2-5% rate change! To avoid this, auctions ensure that contracts are executed shortly after the bidding is complete. The increased guarantee of execution reduces suppliers' risk premiums, allowing them to bid at reduced rates for your business.

Furthermore, our platform time stamps and records all bid activity, giving the buyer a much more transparent audit trail for a procurement event.

3 REVERSE ONLINE AUCTION

Our auctions are designed to compress suppliers' margins to their lowest price points. Our approach to auctions considers the bidder's perspective as well as the buyers. Participants can see the lowest bids from their competitors in real time, enabling them to adjust their bidding strategy as necessary.

Our innovative platform also implements an automatic reset feature, where competitive bids placed within the final minute cause the auction length to expand for another minute. This design has proven effective in reducing the leading suppliers' bids in the very final seconds of the auction.

4 RFP CUSTOMIZATION & ARRANGEMENT

Price discovery is vital to establishing the correct product and term length for your business. Our platform enables buyers to test different products, terms, and pricing structures. This provides insight into real-time pricing options and is customizable to the parameters that the buyer prioritizes in order to meet *your* energy procurement goals.

5 MARKET EXPERIENCE & EXPERTISE

Traditional brokers and consultants lean too heavily on market expertise and personal relationships. Although important, online auctions already account for these advantages and serve as a tool to suppress margins while providing transparency and insights for buyers with no risk.



Sample Auction



Last Updated

23 seconds ago

Refreshing every 120 seconds

Company Name

DEMO_Client_Auction

Current Status

ENDED

Actual Start Time

Tuesday, January 4, 2022
11:46 AM EST

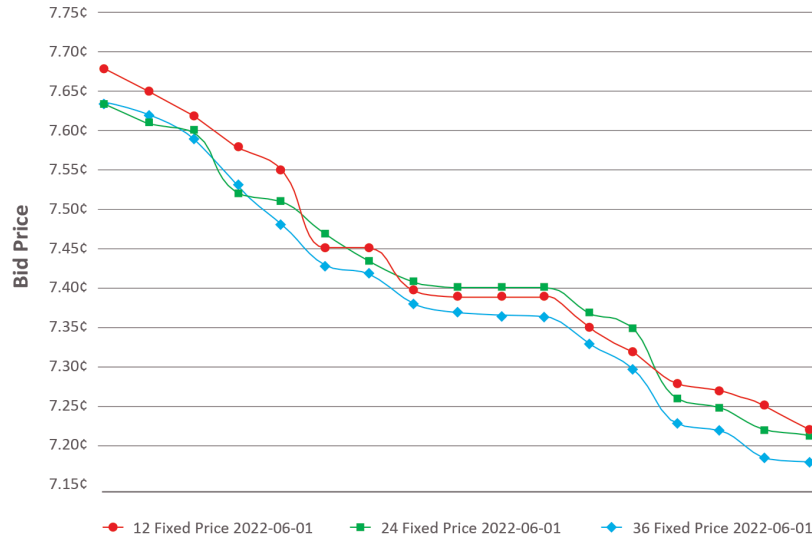
Actual Duration

24 minutes

End Time

Tuesday, January 4, 2022
12:10 PM EST

Client_Auction_Name



Best Bids

	12 Month	24 Month	36 Month
Best Bid	7.25c	7.18c	7.15c
Supplier	Supplier H	Supplier H	Supplier H
Projected Savings	\$11,250	\$28,800	\$37,800

Current Bids

Supplier	12 Month	24 Month	36 Month
Supplier A	7.27c	7.23c	7.26c
Supplier B	7.35c	7.33c	7.37c
Supplier C	7.32c	7.30c	7.35c
Supplier D	7.55c	7.53c	7.51c
Supplier E	7.62c	7.59c	7.60c
Supplier F	7.68c	7.64c	7.61c
Supplier G	7.28c	7.22c	7.25c
Supplier H	7.25c	7.18c	7.22c
Supplier I	7.39c	7.37c	7.40c
Supplier J	7.39c	7.37c	7.40c
Supplier K	7.45c	7.42c	7.47c

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