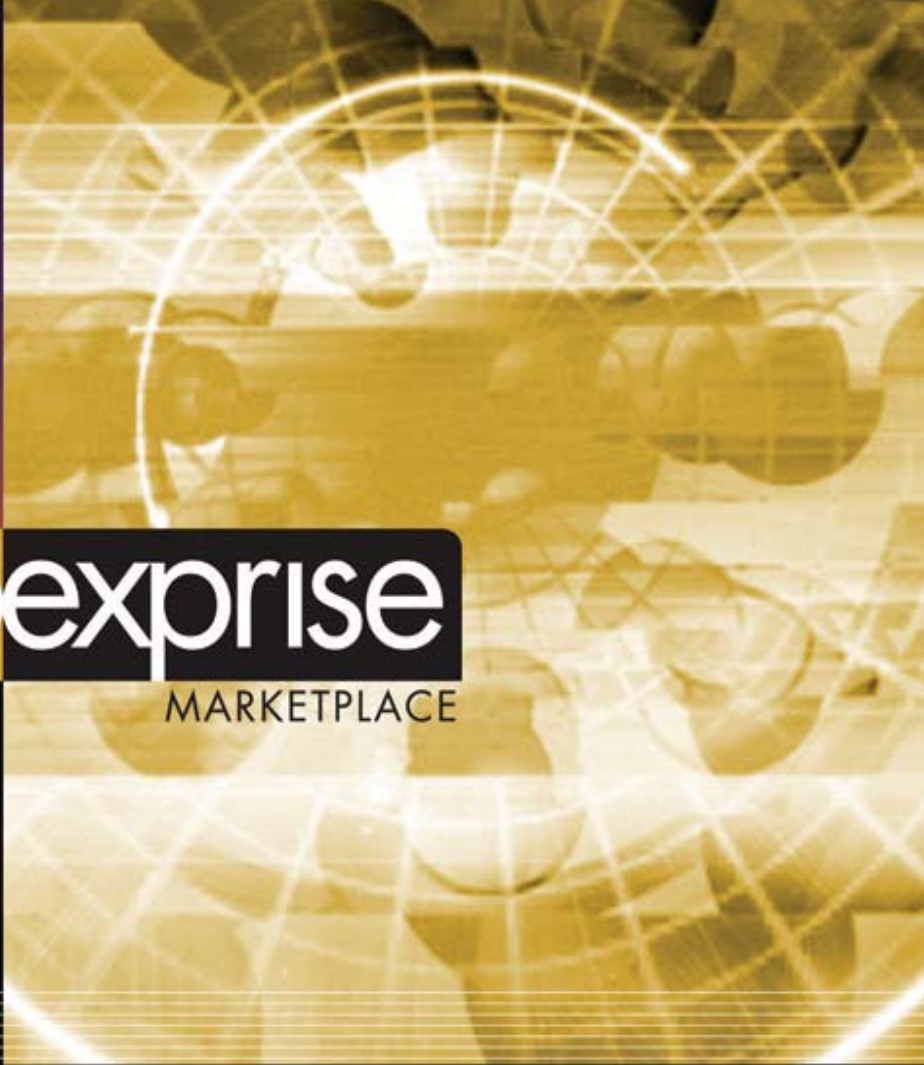




**co**exprise  
MARKETPLACE



# Co-exprise, Inc. (CX)

Corporate HQ: Pittsburgh, PA

## 200 Years Combined Leadership Experience

- In Energy Consulting and Strategic Sourcing

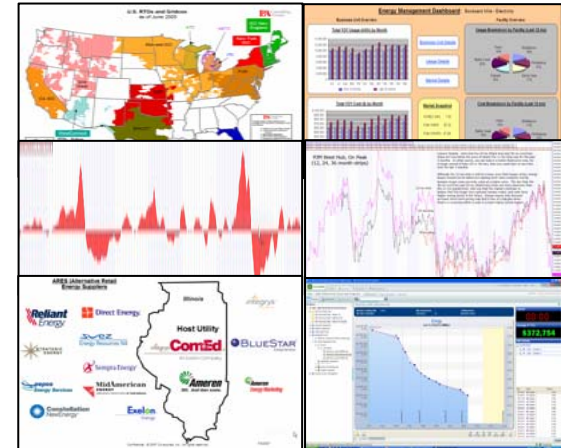
## Energy Marketplace – Full Services Solution:

- Client Dashboard & Usage Analysis
- Risk Management
- Energy Procurement
- Bill Audit / Approval / Reporting



## Technology – Enterprise Supply Chain Solution:

- Program/Project Management
- Secure Data Management
- Supplier Management
- Negotiation Platform
- Contract Management
- Extended Enterprise Collaboration



- Co-exprise is a supplier-neutral, energy services provider that enables our clients with web based technology and process , whose interest is 100% aligned with you the “buyer”.
- Energy Marketplace provides a single source procurement venue to deliver best market price and terms for all of your electricity and natural gas supply projects.



# Co-exprise Energy: Industry Verticals Served

## MarketPlace Customers

- Government
- Universities
- Schools
- Property Management Firms
- Commercial Office Buildings
- Hospitals
- Retail
- Hotels
- Industrial





## ***Market Results***

# ***MWCOG Natural Gas Supply Procurement***

***June 4, 2007***

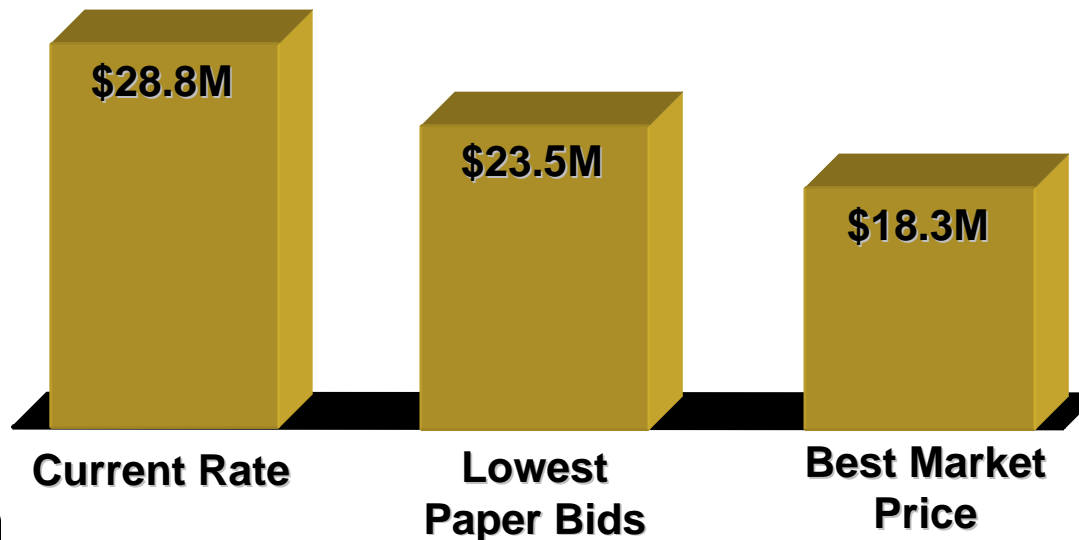
# Overview: MWCOCG Natural Gas Supply Procurement

## Project Details

- Largest Cooperative Purchase of Natural Gas in Mid Atlantic Region (Bid Date: June 4, 2007)
- Participants: 25 Entities from DC, MD & VA
- LDCs: WGL, BG&E, Columbia Gas
- Number of Meters: 1500+
- Product Type: Basis to Burner tip with Consolidated Billing
- Contracted Volume: 120 million therms (over 3 years)

## Results

- Implemented Savings: \$10.5 Million (36%) from Current Rates  
\$5.2 Million (22%) from Paper Bids



# Overview of Project Timeline

<u>Key Milestones</u>	<u>Date</u>
Project Start	3/12
Kick-Off Meeting w/COG Entities	4/12
IFB is published and “on the street”	5/4
Project Update Meeting w/COG Entities	5/10
Supplier Conference	5/15
Supplier Bid Packages Due	5/22
Manual Price Offers Received from Suppliers	5/29
Final Update & Decisions Meeting w/COG Entities	5/30
Online Bid	6/4

# Fixed vs. Index Pricing – Contracting Options

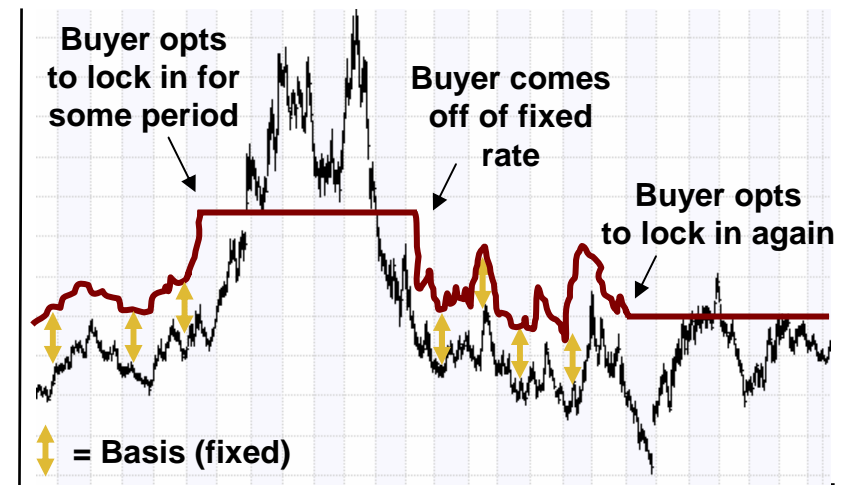
## Fixed Pricing

- Fixed price (basis & commodity) for contract term
- Bid price for commodity + basis (CG or BT)
- Budgetary certainty
- Lower admin support required during contract



## Index Pricing

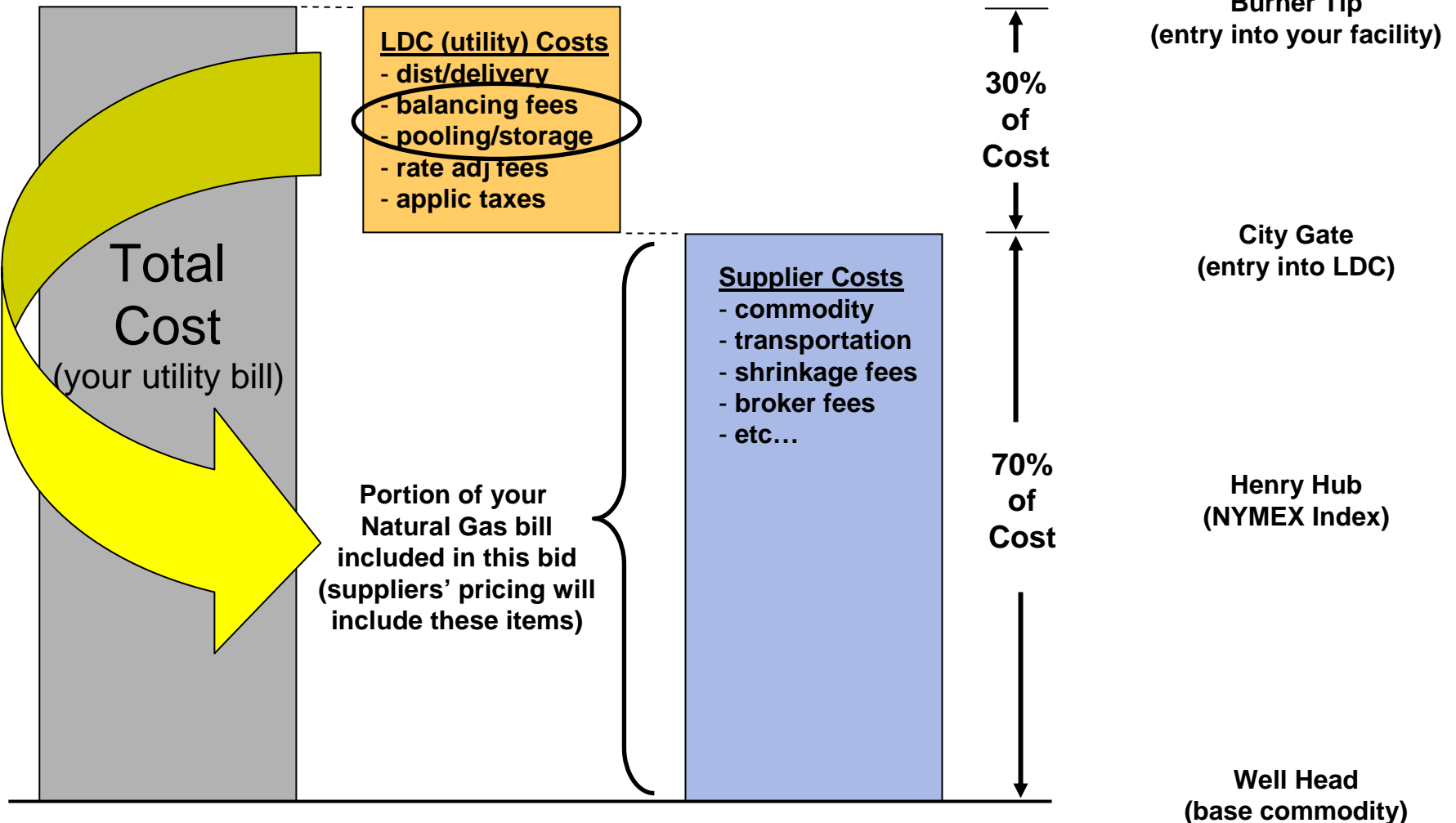
- Fixed price for basis (bid basis only)
- Varying price for commodity (NYMEX)
- Ability to follow market
- Ability to be responsive to market changes





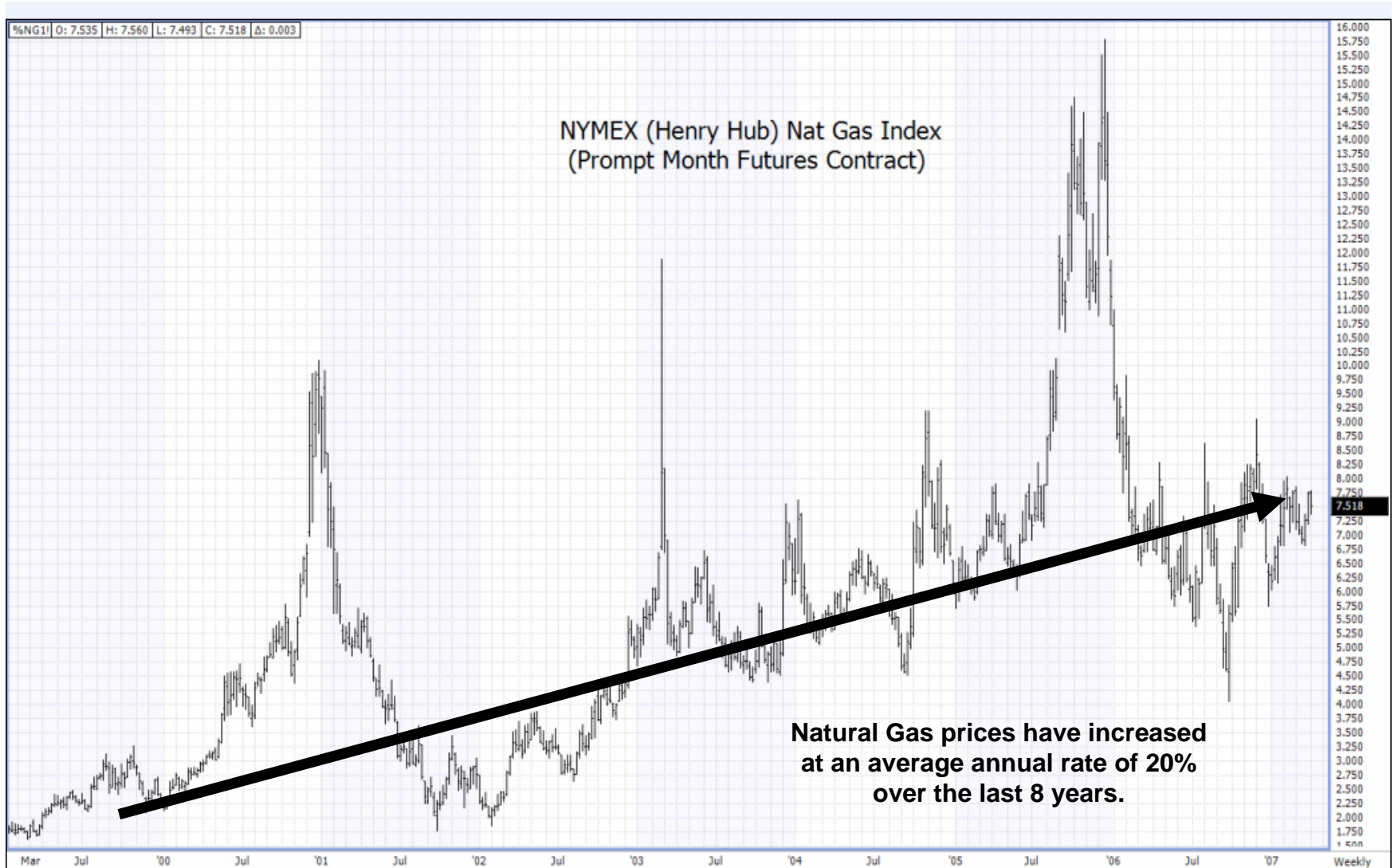
# Online Bid Prices: What suppliers will include

## Delivery Point

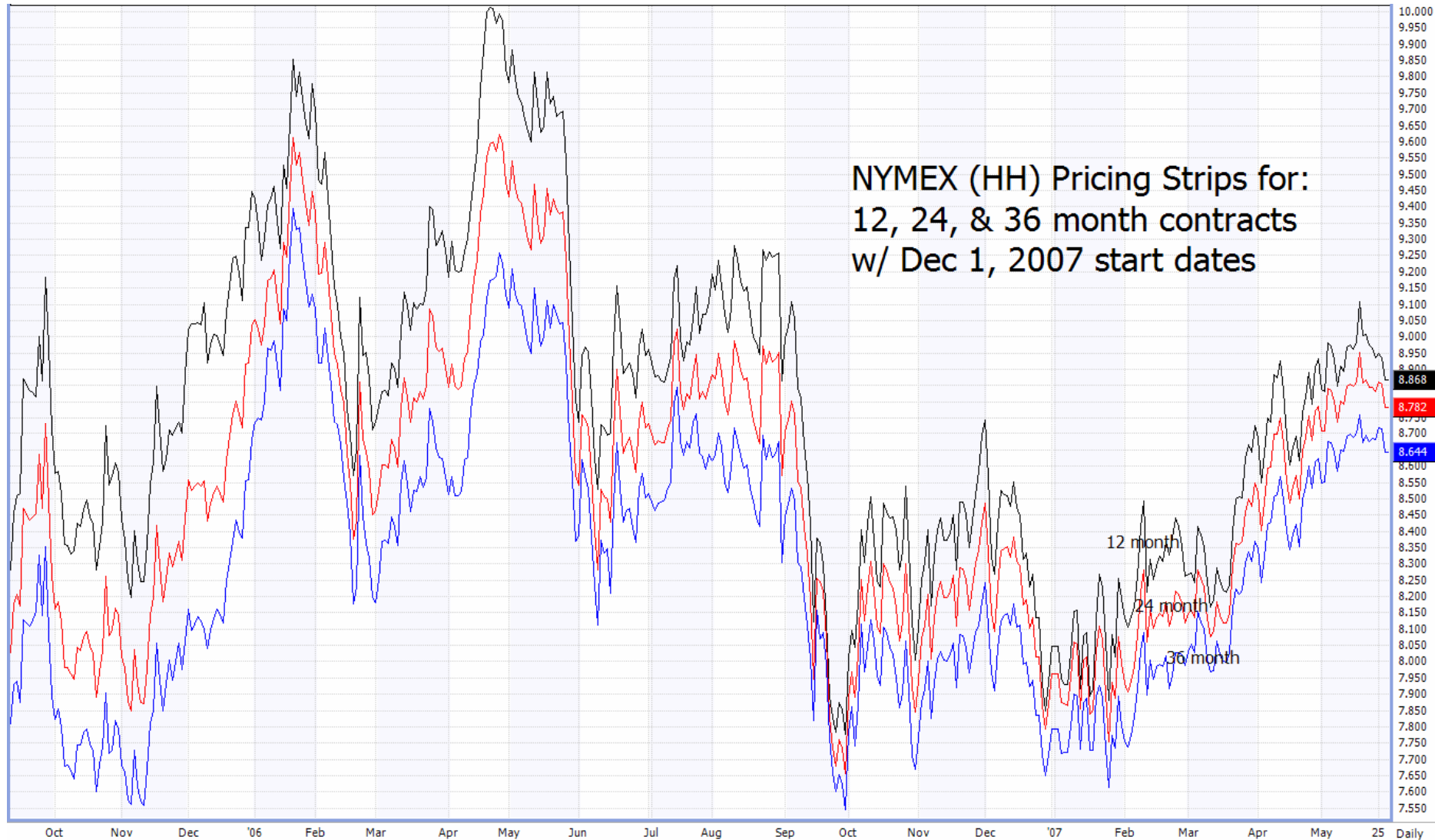




# Trending – NYMEX (HH) Last 8 years



# NYMEX Nat Gas Price Strips for Contracts Starting 12/1/07



# Overview of COG Entities Involved

#	COG Entity Name	Contact	Est Usage (thm)	Contract End Date	Incumbent	LDC	# Meters	Desired Pricing
1	Alexandria City Government	Ann Turner	582,000	11/30/07	WGES	WGL	64	Fixed
2	Alexandria Sanitation Authority	Diana Johnson	1,931,000	11/30/07	WGES	WGL	2	Fixed
3	Alexandria Schools	B.J. Clyburn	613,500	11/30/07	WGES	WGL	23	Fixed
4	Arlington County Government	John Morrill	835,000	11/30/07	WGES	WGL	50	Fixed
5	Arlington County Schools	Kevin Chisholm	1,187,500	11/30/07	WGES	WGL	45	Both
6	Charles County Schools	Nelson Sample	61,000	No Contract	Utility	WGL	2	Fixed
7	DC Sports & Entertainment Commission	Wilma Matthias	118,000	No Contract	Utility	WGL	1	Both
8	District of Columbia	Jimmy Jiminez	15,174,000	11/30/07	WGES	WGL, BGE	424	Both
9	Fairfax County Government	Cathy Muse	1,500,000	11/30/07	WGES	WGL, Columbia	144	Fixed
10	Fairfax County Schools	JeFixed Levine	6,755,000	11/30/07	WGES	WGL, Columbia	250	Fixed
11	Fairfax County Water Authority	Carol HuFixedman	3,000	11/30/07	WGES	WGL	9	Fixed
12	Falls Church City Government	Ron Lansdowne	86,000	No Contract	Utility	WGL	11	Fixed
13	Leesburg Town Government	Ed Rockholt	200,000	No Contract	Utility	WGL	1	Fixed
14	Loudoun County Government	Mike Haifley	200,000	11/30/07	WGES	WGL	53	Fixed
15	Loudoun County Schools	Mike Barancewicz	2,400,000	11/30/07	WGES	WGL	71	Both
16	Manassas City Schools	Russ Helton	112,000	11/30/07	WGES	Columbia	8	Both
17	Montgomery County Government (Fac)	Victor Sousa	2,007,000	6/30/07	WGES	WGL	136	Both
18	Montgomery County Government (Fleet)	Calvin Jones	2,038,000	10/31/07	WGES	WGL	2	Fixed
19	Prince Georges County Government	Aretha Jones	849,000	11/30/07	WGES	WGL	70	Fixed
20	Prince William County Government	Matt GroFixed	282,000	11/30/07	WGES	WGL, Columbia	40	Both
21	Prince William County Schools	Brian Burtner	2,459,000	11/30/07	WGES	WGL, Columbia	68	Fixed
22	Prince William County Service Authority	Angela White	65,000	11/30/07	WGES	WGL	4	Fixed
23	University of DC	Andy Belachew	609,000	9/30/07	WGES	WGL	4	Both
24	Upper Occoquan Sewage Authority	Ralph Rossi	770,000	11/30/07	WGES	WGL, Columbia	6	Fixed
25	Washington Convention Center	Jack Schreiber	38,800	11/30/07	Hess	WGL	1	Fixed

40,875,800

**Fixed Pricing**  
- 17 entities  
- 19M therms

**Both (Fixed or Basis)**  
- 8 entities  
- 22M therms

# Overview of Suppliers

#	Supplier	Initially Invited	Completed RFI	Sub. Bidder Package	Sub. Manual Pricing	Participating in Online Bid	Status
1	WGES	X	X	X	X	X	Participating
2	Pepco Energy Svcs	X	X	X	X	X	Participating
3	Hess	X	X	X	X		OUT - Provides only dual-billing
4	Constellation	X	X				OUT - Not competitive
5	UGI Energy Svcs	X	X				OUT - Not competitive
6	Enspire	X					OUT - Don't price beyond CG
7	Metromedia Energy	X					OUT - Not Interested
8	Novec Energy Solutions	X					OUT - Not Interested
9	Econergy	X					OUT - Not Interested

## Supplier Details

- 2 Suppliers participating in online bid (WGES & Pepco)
- WGES is incumbent supplier for almost all participating jurisdictions
- WGES was low bidder in Manual Round
- Pepco doesn't price behind Columbia Gas utility

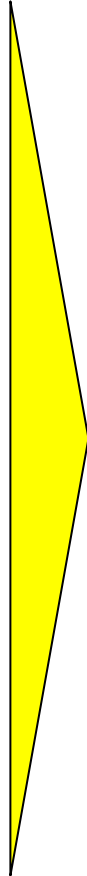


# Finalized Lotting for Online Bid – Decisions from 5/30 Mtg

## Manual Round Lotting

- 1) WGL (VA) – 12 mo Basis Pricing
- 2) WGL (MD) – 12 mo Basis Pricing
- 3) WGL (DC) – 12 mo Basis Pricing
- 4) WGL (VA) – 24 mo Basis Pricing
- 5) WGL (MD) – 24 mo Basis Pricing
- 6) WGL (DC) – 24 mo Basis Pricing
- 7) WGL (VA) – 36 mo Basis Pricing
- 8) WGL (MD) – 36 mo Basis Pricing
- 9) WGL (DC) – 36 mo Basis Pricing
- 10) BG&E – 12 mo Basis Pricing
- 11) BG&E – 24 mo Basis Pricing
- 12) BG&E – 36 mo Basis Pricing
- 13) Columbia – 12 mo Basis Pricing
- 14) Columbia – 24 mo Basis Pricing
- 15) Columbia – 36 mo Basis Pricing
- 16) WGL (VA, MD, DC) – 12 mo Basis Pricing
- 17) WGL (VA, MD, DC) – 24 mo Basis Pricing
- 18) WGL (VA, MD, DC) – 36 mo Basis Pricing
- 19) All LDC's – 12 mo Basis Pricing
- 20) All LDC's – 24 mo Basis Pricing
- 21) All LDC's – 36 mo Basis Pricing

(21 Total Lots)



## Online Bid Lots

- 1) WGL (MD) – 36 mo Basis-BT
- 2) WGL (VA) – 36 mo Basis-BT
- 3) BG&E – 36 mo Basis-BT
- 4) WGL (DC) – 36 mo Basis-BT

Note: Columbia Gas Lot run offline as best & final. Pricing received COB 5/30 & awards made 5/31 by six participating jurisdictions.

# Bid Day Routine

- 1) Run Online Bid
- 2) Lot participants confirm award decision – physically present or conf line
  - a) WGL (VA) – Lead (Fairfax County) – 16 entities
  - b) WGL (DC) / BG&E – Lead (OCP) – 4 entities
  - c) WGL (MD) – Lead (Montgomery County) – 4 entities
- 3) Complete and send Award Exhibits to awarded supplier

# IFB Exhibit H – “Lock-in” Form

Exhibit H – Transaction Confirmation			
ENERGY PURCHASER INFORMATION			
Energy Purchaser Name	Billing Contact		
Contact Name	Billing Address		
Address			
Telephone	Fax	Telephone	Fax
TRANSACTION CONFIRMATION			
This Transaction Confirmation confirms the terms of the transaction entered into between _____ (“Contractor”), and the Energy Purchaser above pursuant to the terms of the Invitation For Bid (“IFB”) dated _____, 2007 conducted by the District of Columbia Office of Contracting and Procurement in conjunction with other governmental entities in the Metropolitan Washington Council of Governments (including, the Energy Purchaser) for the Purchase and Sale of Natural Gas between Energy Purchaser and Contractor dated _____, 20__ (“Confirmation Date”).			
Service Locations (Additional pages may be attached if necessary)	Service Address: Utility Account No.:                      Rate: Utility Meter No.:	Service Address: Utility Account No.:                      Rate: Utility Meter No.:	
Delivery Period	Begin: _____ End: _____ If the Delivery Period under this Transaction Confirmation is extended (“Extended Delivery Period”), the Purchase Price for such Extended Delivery Period will be the then market price for delivery to the Delivery Point, unless otherwise agreed to in writing by the parties.		
Delivery Point	_____ Burnertip or _____ Citygate (check one)		
Tax Exemption Status:	_____ Non-Exempt or _____ Exempt (check one) If exempt, certificate is attached to the IFB.		
Contract Quantity (th)	Usage Estimates per month for the purchase period selected below are set forth in the IFB.		
Purchase Price	<ul style="list-style-type: none"> <li>The Basis charge will be \$_____ per Therm for the purchase period.</li> <li>NYMEX Price for a NYMEX Forward Month Contract _____, 20__ through _____, 20__ is \$_____ per Therm</li> <li>_____, 20__ : ____ am/pm (circle one) - Exact date and time that is reflected on the Energy Purchaser’s written communication to make the above-referenced purchase.</li> </ul>		
Special Provisions			

PLEASE SIGN AND RETURN THIS CONFIRMATION LETTER BY FACSIMILE TO ( ) \_\_\_\_\_.

ENERGY PURCHASER:	CONTRACTOR:
By: _____	By: _____
Print Name: _____	Print Name: _____
Title: _____	Title: _____
Date: _____	Date: _____

Page 1 of 1

## Highlights of Exhibit H

- 1) Used by COG participants to lock-in forward pricing during contract term.
- 2) Participants desiring a fixed price contract will complete this form once (on bid day) to immediately lock-in price with the awarded supplier for entire contract term.
- 3) Participants desiring anything other than a fixed price contract can use this form up to 4x/year (per IFB).

# Online Bid Day Results – 6/4/07

Co-eXprise Secure Collaboration Viewer



Market Leading Bid: 0.140 USD      Bid Decrement: 0.001 USD      Ceiling Price: 0.196 USD  
 My Bid vs Market: --      Currency: US Dollar      Reserve Price: --

Closed

00:00

Savings (28.6%):

**\$1,064,895**

Bid Details:

PLACED BIDS

- 0.140 USD - Bidder1
- 0.141 USD - Bidder2

Time	Name	Amount
11:58:35	Bidder 1	0.140 USD
11:56:39	Bidder 2	0.141 USD
11:54:49	Bidder 1	0.142 USD
11:52:16	Bidder 2	0.143 USD
11:50:43	Bidder 1	0.144 USD
11:47:34	Bidder 2	0.145 USD
11:47:20	Bidder 1	0.146 USD
11:47:09	Bidder 2	0.147 USD
11:46:48	Bidder 1	0.148 USD
11:46:39	Bidder 2	0.149 USD
11:46:19	Bidder 1	0.150 USD
11:44:56	Bidder 2	0.151 USD
11:44:42	Bidder 1	0.152 USD

Lot 2



Sound Zoom      Reset Previous Next End Slower Faster Run

start      2 Microsoft Of...      Cx letter to Bom...      Microsoft Power...      Natural Gas      Co-eXprise Secu...      4:55 PM





# Bid Day Event





## ***Market Results***

# ***District of Columbia Electricity Supply Procurement***

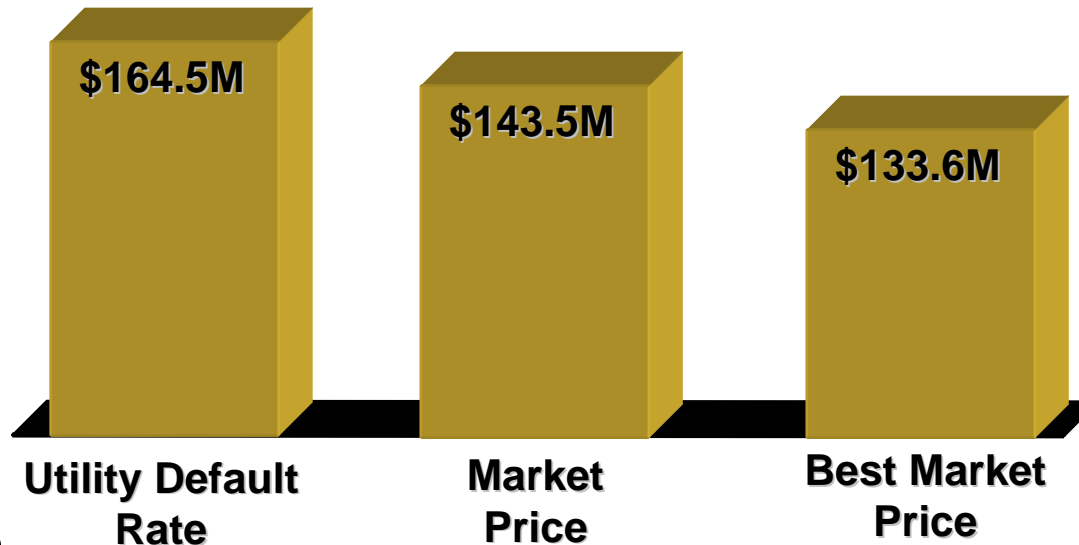
# Overview: DC Electricity Supply Procurement

## Customer Details

- One of the largest energy procurement initiatives in the United States
- Contracted Volume: 1.5 Billion kWhs (10% Green Energy)
- Participating Entities: District of Columbia, Office of Property Management, DC Public Schools, District Department of Transportation, University of DC, Washington Convention Center, DC Sports & Entertainment Commission

## Results

- Implemented Savings: \$31,000,000





# Negotiation Results: DC Electricity Supply Procurement

