



# Natural Gas | Product Structures

## Competitive Prices. Exceptional Service.

With competitive pricing and an unrivaled commitment to customer service, ENGIE offers a range of custom natural gas product structures to both transport and utility choice program commercial and industrial customers. Leverage our cross-commodity expertise in gas and power.

### Natural Gas Utilities We Serve

#### New York

- Central Hudson
- Con Ed
- National Fuel
- National Grid NY
- National Grid Long Island
- National Grid Upstate NY
- NYSEG
- Orange & Rockland
- RG&E

#### New Jersey

- Elizabethtown
- New Jersey Natural Gas
- PSEG
- South Jersey Gas

#### Maryland

- BG&E
- WGL

#### Illinois

- NICOR
- North Shore
- Peoples Gas Illinois (SC4 and SC5)

#### Pennsylvania

- Columbia Gas of Pennsylvania
- National Fuel
- PECO
- Peoples
- PNG/CPG/UGI

#### Ohio

- Columbia Gas of Ohio
- Duke Energy
- Dominion Energy
- Vectren

#### Massachusetts

- Berkshire Gas
- Boston Gas
- Colonial Gas
- Columbia of Massachusetts
- Essex Gas
- NSTAR/Eversource

#### Rhode Island

- National Grid

### Product Availability

Firm and interruptible delivery options are available in a number of competitive markets. Monthly and daily balancing options are also offered, depending on the utility. Single utility consolidated billing is available in addition to dual billing where required in certain markets and for customers who meet daily volume requirements.

Firm delivery with monthly balancing is available for all utilities



Firm delivery with daily balancing available



Interruptible delivery available



## Simplify Your Supply Chain with Commodity Aggregation

As natural gas and electricity supply has become more commoditized, a limit has emerged in the hard-dollar savings that can be realized through competitive pricing alone. However, commodity aggregation or supplier consolidation could offer a path to deliver further economic value—while simplifying your supply chain.

### Reduced Purchased Costs

Buying power increases when the number of suppliers is reduced—and so does the supplier's ability to become a strategic partner on critical business initiatives, including sustainability, risk mitigation, localization, and innovation.

### Reduced Procurement and Supplier Management Costs

Fewer suppliers mean lower interaction costs. A recent independent, third-party study\* supports that statement, demonstrating increased ease in automating interactions. This frees up staff and generally results in a total steady-state cost for purchase that is 64% lower than organizations with several suppliers.

### Reduced Noncompliance

The study\*\* also illustrated that companies can yield 1% to 2% savings in spend when they engage with and actively manage fewer suppliers who have capable processes and systems. It also simplifies the complexities of monitoring regulatory requirements.



Every  
**hour**  
3 C&I customers switch  
to ENGIE

\* **BBB+**

Credit Rating  
Standard & Poor's

## Customize Solutions

*All products tailored with  
or without pass-through of  
transportation charges.*

### Fixed

The predictability of a  
set unit price

### Index

Unit price tied to a  
published market index  
that can fluctuate

### Variable

Unit price can fluctuate  
but is not tied to a  
published market index

### Hybrid

Combination of fixed,  
index, and variable  
rates

\*ENGIE's credit rating is investment grade, signaling that its corporate bonds present a relatively low risk of default. Investment grade issuers represent just 20% of the rated universe. ENGIE continues to maintain an excellent liquidity position.

\*\*The Hackett Group

[engieresources.com](http://engieresources.com)