



Press release

ENGIE  
Julie Vitek, 713 636 1962  
[julie.vitek@na.engie.com](mailto:julie.vitek@na.engie.com)

## ENGIE Resources Launches ENGIE Advantage™ to Help Customers Finance Energy Efficiency Initiatives

HOUSTON – February 28, 2017 – ENGIE Resources, the third-largest non-residential electricity provider in the United States, announced that it is now offering ENGIE Advantage™, a new financing solution designed to support energy efficiency and sustainability programs for large commercial and industrial customers. The offering is being made in conjunction with OpTerra Energy Services, the energy services company acquired by ENGIE in 2016.

J.D. Burrows, Vice President of Marketing at ENGIE Resources, said, “ENGIE Advantage™ brings the electricity supply and billing expertise of ENGIE Resources together with OpTerra’s comprehensive capabilities in energy efficiency, renewables, and infrastructure development to drive strategies that reduce consumption and costs, all on one bill.”

Sean Fuller, Vice President of Sales and Marketing at OpTerra, agreed, adding that the solution offers an attractive financing option to companies who might not have capital immediately available for efficiency projects. “By integrating the commodity buy with the ability to finance comprehensive efficiency projects, we’re delivering an easy, seamless way to fund energy reduction strategies through existing retail supply agreements. These benefits are fortified by OpTerra’s expertise in offsetting project cost through available utility incentives, tax benefits, and grant money. It’s a natural complement for any ENGIE customer interested in pursuing energy efficiency initiatives in deregulated markets.”

Key features of ENGIE Advantage™, available to all qualified commercial and industrial customers, include:

- Ability to improve bottom line performance and achieve sustainability goals while offsetting capital investment – no upfront capital or deposit necessary.
- Simple, on-bill financing for projects with payback periods of up to five years.
- Ability to finance multiple projects and sites through a single payment plan.
- Efficiency projects of any size and scale invoiced on monthly electricity bills, making payments clear and predictable.
- Contract addendums to add financings to current electricity agreements; no waiting until the contract ends for upgrades to begin.
- A wide range of turnkey energy services, including conservation, cogeneration (combined heat and power), and water efficiency.
- Expertise in utility incentives, tax benefits, and applicable grant funding.





Burrows said, “There’s a clear demand for energy efficiency projects in the strategic plans of many large energy users, and ENGIE Advantage™ is providing a financing vehicle needed to achieve energy reduction targets and eco-friendly objectives. The recent webinar hosted by ENGIE Resources on the solution demonstrated this point: Nearly 200 brokers and customers signed up to hear about this latest financing option, and by the end of the event, the majority of attendees said they were significantly interested in learning more about how to leverage this tool in the future.”

The launch of ENGIE Advantage™ comes after ENGIE’s acquisition of OpTerra Energy Services at the beginning of 2016 to broaden service options to customers in North America. With 25 regional offices across the United States, OpTerra provides comprehensive efficiency and sustainability solutions that save money, enhance safety, improve assets, and protect the environment. To date, the company has helped customers in multiple industries achieve over \$2 billion in energy savings, enhancing energy performance in K-12 education, colleges, and universities; commercial and industrial organizations; health care; data centers; and municipal markets.

#### **About ENGIE Resources**

ENGIE Resources, which rebranded in 2016, is the third-largest non-residential retail electricity supplier in the United States and currently serves commercial, industrial, and institutional customers in 14 markets: Connecticut, Delaware, Illinois, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Ohio, Pennsylvania, Rhode Island, Texas, and Washington, D.C. The company serves nearly 90,000 accounts for customers having a peak demand ranging from 50 KW to more than 200 MW, with an estimated peak load totaling nearly 13,000 MW. For more about ENGIE Resources, visit [www.engieresources.com](http://www.engieresources.com) or call 1-866-999-8374. Follow ENGIE Resources on [Twitter](#) and [Facebook](#).

The company offers electricity service to residential and small business customers in Connecticut, Delaware, Illinois, Maine, Maryland, Massachusetts, New Hampshire, New Jersey, New York, Ohio, Pennsylvania, Rhode Island, Texas, and Washington, D.C., under the brand Think Energy®. Think Energy® works every day to be “The Unsurprise Energy Company,” providing customers transparent, competitive fixed prices, easy-to-use online tools, and excellent customer service. For more information, visit [www.thinkenergy.com](http://www.thinkenergy.com), or call 1-888-923-3633, or email [questions@mythinkenergy.com](mailto:questions@mythinkenergy.com).

ENGIE Resources & Think Energy® are part of ENGIE North America, which manages a range of energy businesses in the U.S. and Canada, including electricity generation and cogeneration, natural gas and liquefied natural gas (LNG) distribution and sales, retail energy sales, as well as services to help customers run their facilities more efficiently and optimize their energy use and expense. For more information on ENGIE North America, visit [www.engie-na.com](http://www.engie-na.com) or [Twitter](#).

#### **About OpTerra Energy Services**

OpTerra Energy Services is a national energy company that works with education, local government, commercial, industrial, and institutional organizations to implement efficiency and sustainable energy solutions that save money, enhance safety, improve assets, and protect the environment. As a subsidiary of ENGIE S.A., the number one energy efficiency services provider in the world, OpTerra Energy Services provides a unique and extensive set of energy and sustainability management services to thousands of customers across the U.S. The company has provided more than \$2 billion in energy savings for its customers over the past 40 years. To learn more, please visit [www.opterraenergy.com](http://www.opterraenergy.com).

