



# Providing Electricity for Businesses and Institutions Nationwide

## Industry Leadership

We're a leader in the electricity business, and our parent company, GDF SUEZ, is the No. 1 utility in the world.

## Financial Strength

We're backed by one of the world's largest corporations, GDF SUEZ, and hold an "A" credit rating from Standard & Poor's.

## Tools and Insights

We're committed to giving you insightful tools and information over the long term with our historical data app and our selling process designed to determine your business drivers — not just deliver another sales pitch.

## Proven Performance

Most of our business is repeat business — and almost exclusively earned through word of mouth. Find out why.

## Billing Accuracy

With our 99.8 percent billing accuracy rate at GDF SUEZ Energy Resources, your invoice comes without surprises. And when you have questions, getting answers is fast and easy.

## Customer Service

Ninety percent of our customers are highly satisfied. So whether you have a question about renewal or need help dealing with a business issue, you can take comfort in our commitment to providing consistently quick, accountable service and advice that is easy to understand.

877.321.4GDF | [gdfsuezenergyresources.com](http://gdfsuezenergyresources.com)

## GDF SUEZ ENERGY RESOURCES NA

is a business unit of GDF SUEZ Energy North America and part of the international energy group ENGIE. As one of the largest retail electricity providers in the United States, we offer industrial and commercial customers a range of innovative electricity products and services — including renewable energy and demand response options. Our in-house energy experts know your market, work with you to understand your business, and can customize products and services to help you make the best possible electricity decision.

# Keeping Costs Under Control With Actionable Curtailment Strategies

With the uncertainties surrounding future prices under PJM’s new capacity performance plan – and the questions confronting the demand response market in light of the U.S. Supreme Court’s decision to hear arguments over FERC Order 745 – large energy users may be wise to consider new strategies aimed at keeping power costs under control.

Managing peak load contribution (PLC) values is one option gaining particular traction among commercial and industrial customers in Pennsylvania.

The strategy is a natural complement for consumers already engaged in energy efficiency plans and other efforts to curtail consumption. Danielle Wilks, Regional Vice President of Sales for GDF SUEZ Energy Resources, said, “The long-term benefits of managing PLC values won’t be evident overnight, but consumers will see short-term reductions in costs by taking action during periods of high price volatility. In time, those who continue to curtail consumption during periods of peak demand could achieve significant savings.”

In PJM, capacity costs are allocated based on PLC values, which are published at the beginning of every PJM planning year (June through May). These values are unique to each customer’s facility and are determined by its electric load during the grid’s top five peak hours from June through September of the previous planning year. The value then acts as a multiplier to calculate capacity costs, which can account for as much as 15 to 30 percent of the total monthly bill, depending on the PJM zone in which the facility procures power.

Customers who are willing to pass through capacity costs – which are highly transparent – can lower PLC values with access to real-time data that supports actionable strategies.




That’s exactly what GDF SUEZ Energy Resources delivers through its PLC Management Service, which brings commercial and industrial users key insights on when to curtail usage and save money.

Through the service, customers receive ongoing data on PJM’s electric load, with updates on the five highest peaks and predictions of when one (or more) of the current peaks is likely to be exceeded.

## The Real-World Impact of Real-Time Data

These days, every dollar counts. That’s why so many large commercial and industrial electricity users are analyzing usage and operational data more closely. VPower enables your team to both better understand and take advantage of real-time usage—transforming data into real bottom-line impact.

## Potential Savings

	 Small/Medium Business	 Large Commercial	 Industrial
<b>Curtailable Load*</b>	Up to 20%	Up to 50%	Up to 70%
<b>Savings %*</b>	5–10%	15–20%	25–30%
<b>Savings \$*</b>	\$16k	\$25k	\$100k

\*per year



Users can login daily to access information on critical peak likelihood (measured as low, medium, and high), recommended load reduction start and end times, PJM’s forecasted peak load, and the day’s forecasted peak hour. On days with a high probability of achieving a critical peak, customers receive an email notification to prompt the initiation of load-management strategies.

Wilks points to one PJM customer to demonstrate the potential savings generated by leveraging the real-time data delivered through the PLC Management Service. The manufacturer cut its PLC value by nearly half, giving the company the ability to save up to \$1 million in capacity costs at three sites over three years.

*continued*

“GDF SUEZ Energy Resources is dedicated to delivering consumers the right information at the right time, and our PLC Management Service reflects that commitment,” explained Wilks. “With critical energy-related data, customers are empowered to closely monitor usage and take advantage of curtailment opportunities that best align with operational goals and objectives.”

In addition to supporting strategies aimed at lowering PLC values, GDF SUEZ Energy Resources also provides a data-driven service to manage the risks of weather-related price hikes.

Last winter, when electricity demand reached 143,700 MW in PJM – breaking the record set during the previous winter’s polar vortex – customers of GDF SUEZ Energy Resources relied on its PJM Price Alert Service to help monitor usage and save money as prices fluctuated.

Customized alerts specific to pricing zones and pricing thresholds were automatically emailed to notify end users of the peak event. By informing customers that designated pricing and budget thresholds may be exceeded, the service helped them initiate load-management strategies to reduce energy costs during the high-priced interval.

The PLC Management Service and Price Alert Service offered by GDF SUEZ Energy Resources essentially put actionable intelligence directly at the fingertips of end users. Customers benefit from the knowledge and flexibility they need to make the most of load reduction opportunities, while building the customized consumption strategies most suitable to their businesses.

For more information about how GDF SUEZ Energy Resources’ actionable intelligence services can help you manage costs and usage, contact Victor Wulc at [victor.wulc@gdfsuezna.com](mailto:victor.wulc@gdfsuezna.com).

## GET REAL-TIME ACTIONABLE INSIGHTS THAT SAVE YOU MONEY

VPower™, a service available to customers of GDF SUEZ Energy Resources, helps large energy users better understand and optimize electricity usage, energy demand, and market opportunities in real time for a more manageable load profile and lower cost of energy.

This dynamic reporting tool combines hardware at the meter with online software to track energy usage in real time. The data it provides can help large energy users further leverage the intelligence delivered through services such as PLC Management and PJM Price Alerts.

VPower’s basic subscriber service displays real-time usage stats as well as historical and forecasted data so customers can visualize and identify trends. Aggregated usage can be viewed on a daily, weekly, or monthly basis. Users can also track facilities, set alerts, review peak stats, and monitor performance according to usage and demand.

Customers can upgrade to a higher level of VPower service to take more control of usage decisions and market opportunities through real-time alerts, triggers, and auto-control mechanisms. Advanced users of VPower can also execute manually controlled or automated load changes in response to shifts in the market, unplanned emergencies, and strategic business opportunities.

# VPower Dashboard

VPower makes it easy to visualize electricity usage, including overall facility load, peak stats, and more – all in a way that makes decision-making easier. And for users who upgrade to premium service, this data can be used to initiate changes in real time at your facility.

Current Load i

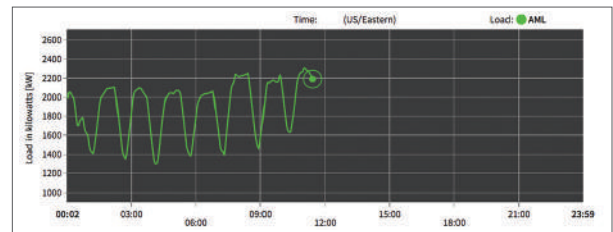
2,240.35 kW

Today's peak **2,249.35 kW**

Today's low **1,302.11 kW**

### Current Load

See the big picture with real-time usage fundamentals, such as your facility's current load as well as today's peak and low usage points.



### Facility Load

Monitor overall facility load in real time to improve the efficiency of facility-wide electricity usage and economics.

Peak Stats i

2,216.26 kW

Peak This Week ↓

3,211.20 kW

Peak This Month ↓

3,289.15 kW

Peak Year To Date ↑

Avg Usage Stats i

1,800.5 kWh

Avg Usage This Week ↑

1,828.5 kWh

Avg Usage This Month ↓

1,713.7 kWh

Avg Usage Year To Date ↓

### Peak Load and Usage Stats

Analyze peak load electricity demand and average usage patterns to recognize trends and assess strategic opportunities to optimize spending and manage peaks.

PENN POWER

Day Ahead:
\$31.04

Real-Time:
\$30.47

### Price Forecasting

Get forecasted market data to manage risks and make the most of market opportunities.

Export Graph Data

dateTime	date	time	actual/MeterLoad(kW)
9/29/14 0:00	9/29/14	0:00:00	1931.84
9/29/14 0:01	9/29/14	0:01:00	1958.53
9/29/14 0:02	9/29/14	0:02:00	1986.17
9/29/14 0:03	9/29/14	0:03:00	2007.85
9/29/14 0:04	9/29/14	0:04:00	2024.61
9/29/14 0:05	9/29/14	0:05:00	2036.47
9/29/14 0:06	9/29/14	0:06:00	2045.74
9/29/14 0:07	9/29/14	0:07:00	2052.24
9/29/14 0:08	9/29/14	0:08:00	2050.94
9/29/14 0:09	9/29/14	0:09:00	2049.28
9/29/14 0:10	9/29/14	0:10:00	2043.87
9/29/14 0:11	9/29/14	0:11:00	2038.93
9/29/14 0:12	9/29/14	0:12:00	2031.98
9/29/14 0:13	9/29/14	0:13:00	2025.17
9/29/14 0:14	9/29/14	0:14:00	2018.43
9/29/14 0:15	9/29/14	0:15:00	2011.73

### Download Data

For further review and analysis, download your load data on daily, weekly, or monthly increments.

To learn more about GDF SUEZ VPower Services, contact your sales representative or visit [www.gdfsuezenergyresources.com/request-a-quote](http://www.gdfsuezenergyresources.com/request-a-quote)

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