



ZENITHenergy

IHA/UISS Regional Energy Initiative Informational Session



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Thursday, April 11 | 12:00 pm – 1:00 pm

IHA/UISS Regional Energy Initiative - Informational Session

ZENITH energy

The Power of Positive Connections



Agenda

1. Introduction
2. Overview / Purpose
3. Proposed Process
4. Discussion

About Zenith Energy



IROQUOIS
Healthcare Association

Sole Energy Partner

20 Years of Service

\$2.5 billion in annual energy spend under management

>\$300 million in savings

1 Focus: Client Satisfaction

Zenith Energy Awards, Recognitions, and Affiliations

THE ENERGY
PROFESSIONALS
ASSOCIATION

2023-2024 A.B.C. OF THE YEAR

The Energy Professionals Association (TEPA) recognized Zenith Energy, as part of the Priority Power brand, as the recipient of the **2023-2024 ABC of the Year award, given to the outstanding ABC in the retail energy community.**



Energy Research Consulting Group ranked Zenith Energy **as #1 in Overall Supplier Satisfaction in 2023.** Zenith Energy also received this award in **2015, 2016, 2017, and 2019.**



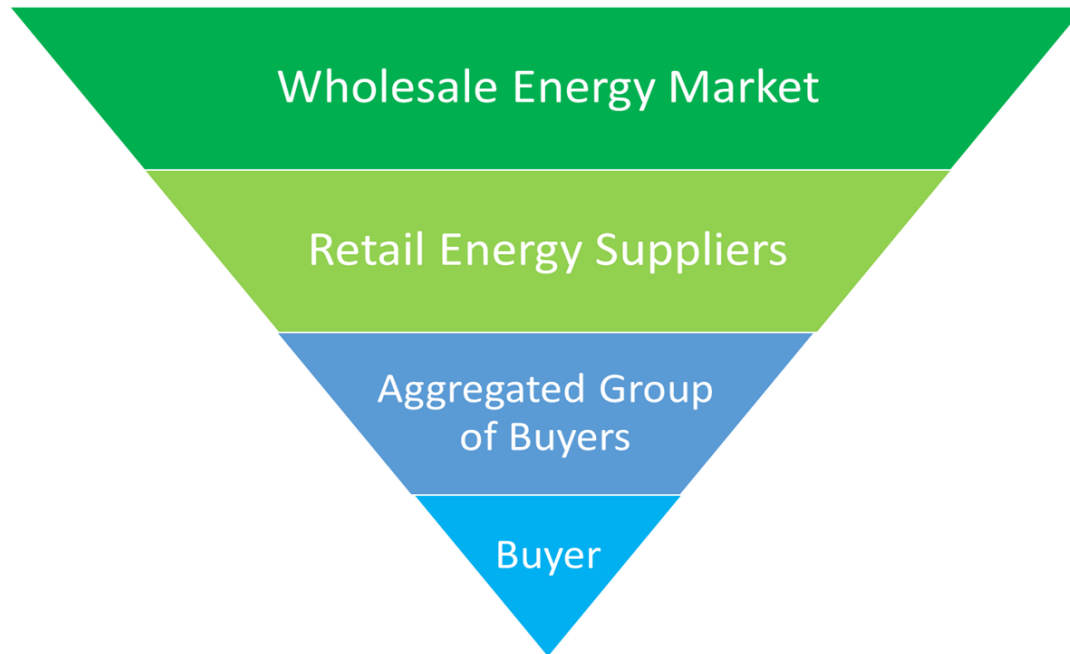
ENERGY STAR® awarded Zenith Energy **Service & Product Provider Partner status** for our effort to helping clients improve energy performance and reduce greenhouse gas emissions.

Approaches to Leverage When Buying Energy Supply

- 1. Subsidized:** This is usually done by Chambers of Commerce whereby all participants, regardless of their specific circumstances (i.e. current contracts, usage type, credit, etc.) are combined to create a single price. There is some benefit for the group but some (larger/better load) participants are negatively impacted as they subsidize/benefit the price of other participants.
- 2. Agent/Broker/Consultant Relationship:** Energy buyers can benefit by going to market with an ABC that has large volumes of energy already under contract with participating commodity suppliers.
- 3. Aggregated Load:** The commodity supplier market responds favorably to energy aggregation by reducing margins as much as 50%. Suppliers goals are more based on usage managed and less on delivery timeframes.

Aggregated Load

This approach will drive down supplier margins and get pricing closer to wholesale.



Aggregated Energy Purchasing

- Healthcare energy buyers can leverage their combined size in the market by acting together. UISS and Zenith Energy are exploring an unprecedented opportunity for members to join the aggregated group whose goal is to leverage the purchasing power of their energy spend.
- Members can participate with no risk and no cost.
- Participating members' energy usage will be combined and brought to market in a price bidding competition with the goal of driving the lowest pricing for all.
- Pricing will be based on each Members' unique start dates and load shape, but with the understanding that the commodity suppliers must bid their best prices to win participation from the group.
- Each Member would receive a report of the outcomes specific to their organization and would then decide on the course of action (contract or decline).

Proposed Process

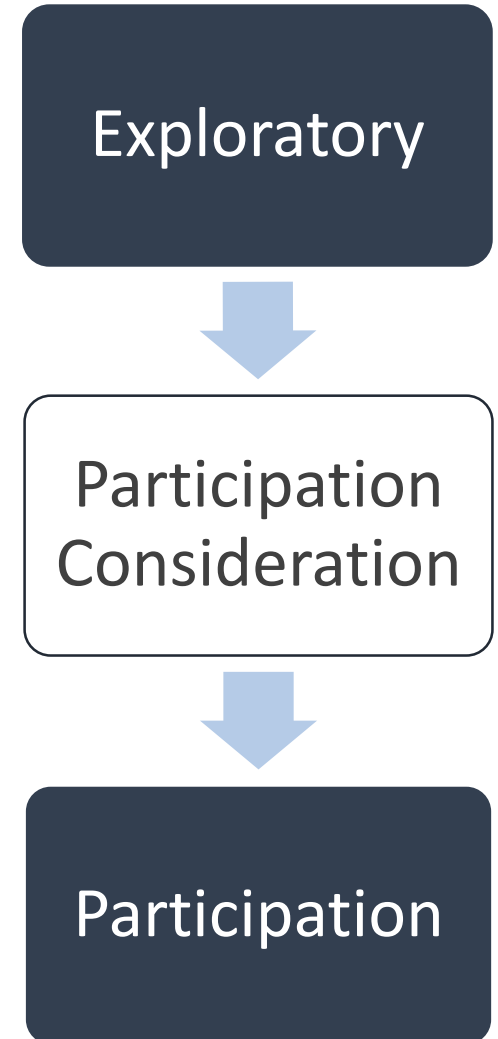
Provide an overview of the opportunity to gauge interest and share ideas on implementation and challenges.



Proposed Process

Review:

1. Letter of Interest
2. Timelines
3. Data Requirements



Proposed Process

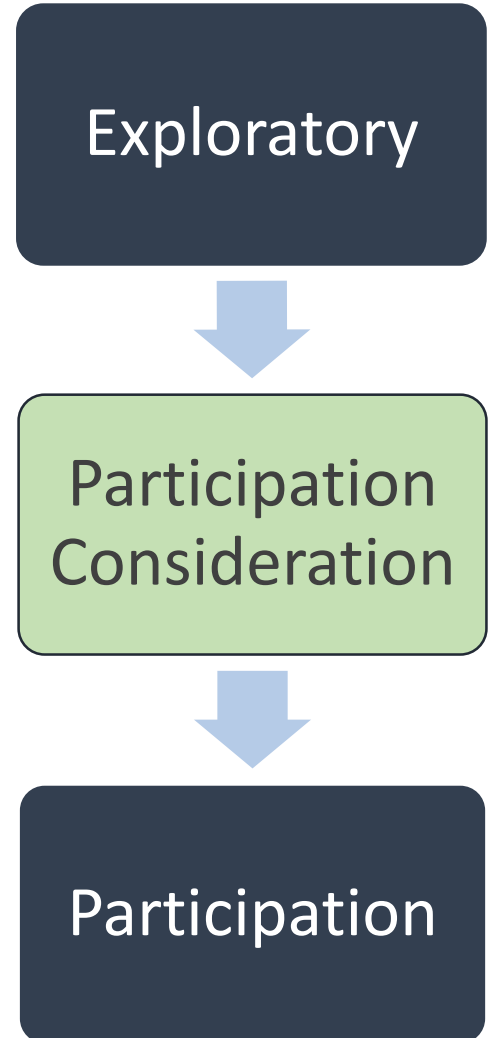
1. Aggregated Load Bidding Process
2. Customized Analysis
3. Report:
 1. Market
 2. Cost savings opportunities
 3. Risk management strategies
 4. Supplier analysis
 5. Recommendations



Next Step

You will receive a brief survey very soon. Please indicate if you are interested in participation.

Please feel free to send any questions or contact us before or after the survey is sent.



Q&A

Next Steps

Participation Interest Survey

Thank You

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ZENITHenergy

What does Zenith do?

- Zenith Energy's core service is to make negotiating natural gas and electricity contracts in deregulated markets easy for our clients. Our goals are to:
 1. Identify procurement needs and strategies that fit a client's risk tolerance
 2. Negotiate the lowest prices with the most favorable energy contract language
 3. Ensure that contracts do not lapse without notice and to provide support with any contract questions
- Zenith's fees are paid by the energy supplier as part of its fuel or electricity contract and not as a separate direct cost to the client.