



A **Message** From Our Chief Revenue Officer

NAW members are facing pressure from multiple aspects of their business and energy is emerging as a top budgetary concern, thus providing us an excellent opportunity to introduce new value-added services that will simplify operations and improve our members' bottom lines. Our partnership with Transparent Energy (TE) will bring the power of online auctions, backed by the energy expertise and client-service skills of their team, to members interested in saving money on energy, becoming more sustainable, and protecting themselves from energy market volatility.

- Dan Schuberth, Chief Revenue Officer,
NAW

ABOUT TRANSPARENT ENERGY

Our mission is to simplify the complicated energy procurement process, acting as an advocate and advisor for our members to help them get the energy they need at the lowest available rates, in the most efficient manner possible.

We use a proprietary platform for energy procurement auctions. These real-time events create a hypercompetitive environment and increase efficiencies in bidding, price discovery, and auditing that traditional paper-based procurement auctions cannot match.

Using our proprietary software for transacting electricity, natural gas, and green power, we help members lower their total energy spend by leveraging a superior process and utilizing best in class planning which includes risk management, sourcing, sustainability, maximization of energy incentives, as well as continued energy management monitoring.

NAW MEMBER BENEFITS

 **Market Timing:** TE reviews contracts well in advance of existing energy contract expiration, allowing you to get ahead of market volatility.

 **Large Supplier Network:** 200%-300% more suppliers compete for each member's business than with any other energy procurement process.

 **Eliminated Risk Premiums:** TE's 99% auction day close rate eliminates supplier risk premiums for members.

 **No-Risk to Members:** There are no upfront costs to members. If you are not completely satisfied with the auction price there is no obligation to contract.

 **Discount on services for all participating members.**

TRANSPARENT ENERGY

Procurement Process Experts

Transparent Energy uses a live reverse auction platform that helps members significantly lower their total energy spend. To date, TE has transacted more than \$2B in both green and brown power and reduced clients' budgets by more than \$110MM.

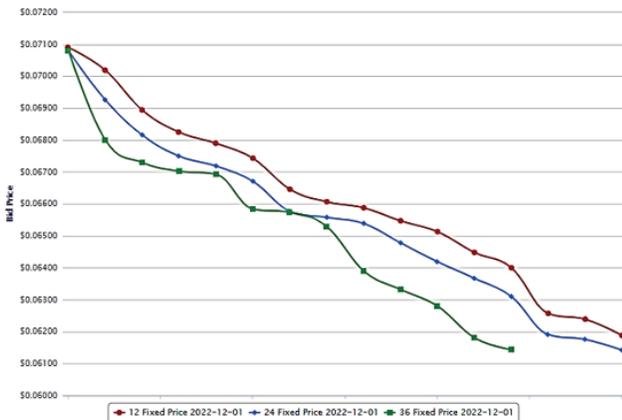
WHY AUCTIONS WORK

150 Approved Suppliers	Efficient & Transparent Process	Reverse Online Auction	RFP Customization & Arrangement
<p>Competition is the key component in successful energy procurement. With an ever-increasing number of new supplier participants, their auctions ensure that the member receives bids from ALL available suppliers, providing a more holistic exposure to available market rates.</p>	<p>Energy is an extremely volatile market which leads to highly fluctuating prices. The time spent between receiving a price and contracting that price may result in an unnecessary 2-5% rate change! To avoid this, TE's process ensures that contracts are executed the day of the auction.</p>	<p>TE auctions are designed to compress suppliers' margins to their lowest price. Participants can see the lowest bids from their competitors in real time – enabling them to adjust their bidding strategy as necessary. 99% of TE Auctions close the day of auction.</p>	<p>Price discovery is vital to establishing the correct product and term length for your business. TE's platform enables members to test different products, including green energy, terms & pricing structures. This provides insight into real-time pricing options and is customizable in order to meet YOUR energy procurement goals.</p>

SAMPLE AUCTION

New RFP - PA - PPL - EL - 11,716 MWh - Due 09.09.2021

Last Updated: 13 seconds ago
Refreshing every 120 seconds
Refresh Now



Best Bids			
	12 Month	24 Month	36 Month
Best Bid	\$0.06188	\$0.06142	\$0.06144
Supplier	Supplier C	Supplier C	Supplier O

Current Bids			
Supplier	12 Month	24 Month	36 Month
Supplier A	\$0.06239	\$0.06191	\$0.06181
Supplier B	\$0.06513	\$0.06419	\$0.06390
Supplier C	\$0.06188	\$0.06142	
Supplier D	\$0.06825	\$0.06719	\$0.06703
Supplier E	\$0.06743	\$0.06671	\$0.06693
Supplier F	\$0.06448	\$0.06367	\$0.06332
Supplier G	\$0.06646	\$0.06558	\$0.06529
Supplier H	\$0.06790	\$0.06750	\$0.06730
Supplier I	\$0.06607	\$0.06577	\$0.06584
Supplier J	\$0.07090	\$0.07080	\$0.07080
Supplier K	\$0.06547	\$0.06478	
Supplier L	\$0.06894	\$0.06816	\$0.06800
Supplier M	\$0.07019	\$0.06926	
Supplier N	\$0.06588	\$0.06539	\$0.06574
Supplier O	\$0.06257	\$0.06176	\$0.06144
Supplier P	\$0.06400	\$0.06310	\$0.06280