

**enerconnex**  
AN SJI COMPANY

An Energy Partner  
You Can Trust

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**EnerConnex:**

# Assess. Procure. Analyze.

EnerConnex helps organizations with the energy transition. We are a leading energy advisory firm leveraging technology to connect buyers and sellers with energy, attributes & sustainability information. With access to one of the largest supplier networks, extensive industry experience and a proprietary pricing & energy management platform, we tailor energy strategies based on your specific needs and sustainability goals. We are a wholly owned subsidiary of SJI - a \$2.6B energy infrastructure company.

# Our Services



## Energy Procurement

EnerConnex offers energy procurement solutions tailored to a variety of commercial, industrial, government, and institutional facilities across the United States, Canada, and Mexico. Our team has extensive knowledge and experience in deregulated electricity, natural gas, and renewable energy markets.



## Utility Data Management

### ECX Marketplace

Streamline and optimize complicated back-end energy data management processes in one powerful platform. ECX Marketplace is an intelligent, cloud-based utility management solution that empowers your organization with complete visibility into your energy usage.



## Demand Management

When it comes to energy procurement, demand management involves strategies and practices you can use to optimize energy consumption and cost for greater efficiency and sustainability. Effective demand management creates countless benefits for both your business and utility companies as a whole, which trickle down to your organization in various ways.



## Renewables

Our experts know the ins and outs of federal, state, and utility incentives and can help you understand your eligibility for tax credits and rebates for using renewable energy. We also source various financing options, including cash purchases and Power Purchase Agreements, to fund your renewable energy initiatives.



## Energy Efficiency

EnerConnex offers a unique, transformative energy management solution that drives savings for all kinds of businesses. Through our various Energy Efficiency programs, we provide technology, expertise, and ongoing upgrades to lighting, HVAC, refrigeration, and more.



# Energy Procurement

We deliver results by focusing on three key aspects of your energy: cost, consumption, and usage.

As an unbiased and supplier-neutral advocate, we empower you to obtain the best price and energy contract terms available in the market for your electricity, natural gas, and renewable needs. We combine our expertise with our proprietary ECX Marketplace pricing platform to save you valuable time and instill the confidence you need to make the right decisions for your company.

## What To Expect With EnerConnex Procurement Services

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- ✓ Hyper-competitive bid process via the ECX Marketplace online bidding platform.
- ✓ Compliance-driven system designed with proven results in mind.
- ✓ Extensive supplier network for maximum enablement and liquidity.
- ✓ A benchmark of current energy expenditures to identify potential savings opportunities.
- ✓ The lowest prices and the most preferential contract terms.
- ✓ Market advisory and support services specific to each market.
- ✓ Regulatory monitoring and guidance.
- ✓ A primary point of contact for supplier error resolution.
- ✓ Comprehensive account management, from meter switch to expiration.
- ✓ An independent and unbiased approach when choosing suppliers.
- ✓ Performance-based fees, paid by your chosen supplier.





# Utility Data Management

## ECX Marketplace



Streamline and optimize complicated back-end energy data management processes in one powerful, proprietary platform.

Cut costs *and* emissions across your business with key platform features, including:

- Invoice and Data Collection & Management.
- Accounts Payable Reporting.
- Contract and Document Management.
- Alerts & Reports.
- Emissions Tracking & Management for ESG reporting.
- Commercial Model and Support Framework.

At its core, ECX Marketplace compels our extensive network of energy suppliers across America to offer the lowest price possible as they compete to outbid the competition for your business.





# Demand Management

## What Is Demand Response?

Demand response programs, or energy demand side management, are incentive-based initiatives offered by electricity companies to participants who voluntarily reduce electricity consumption during peak demands on the electricity grid.

EnerConnex can help you understand your eligibility for:

- Load shifting.
- Load shedding.
- Incentive programs.
- Real-time pricing.
- Automated demand response (ADR).

## How DR Works With EnerConnex

Through our Demand Response (DR) programs and Energy Efficiency rebates, EnerConnex not only helps you save money but cut back on energy usage for greater operational efficiency, reduced carbon footprint, and more effective contract negotiations among other benefits — with little impact on operations.

**To see if your organization is eligible to participate in a demand response program, reach out to an energy consultant at EnerConnex today!**

- 1** After partnering up, we'll work directly with you to learn more about your energy goals.
- 2** Next, we'll utilize our best-in-class ECX Marketplace platform to find the best Demand Response option to fit your needs.
- 3** Earn a recurring revenue stream by infrequently acting as an insurance policy for the grid.
- 4** Change your contribution each year based on your evolving needs.
- 5** No penalties or fees! If you cannot shed load for the 1-hour test (which you are given 2 weeks advance notice in June) you can forfeit revenue. If you are not able to meet the full commitment you will still be paid on what you have curtailed.

# Renewables

EnerConnex helps organizations reach their internal sustainability targets with various energy conservation measures and renewable energy options. We help handle supplier negotiations and utilize our ECX Marketplace platform to include a designated percentage of green power within your agreement and assist with behind-the-meter renewable generation - all while monitoring and reporting on your carbon footprint reduction.

Solar, hydro, wind, and geothermal technologies have improved substantially over the years. If you own your building or have a long-term lease, we can help you understand your options for renewable energy and smoothen the integration process.

Whether purchasing Renewable Energy Credits (RECs), Renewable Natural Gas (RNG), Off-site or Behind-the-meter renewable generation, EnerConnex offers turnkey solutions for the entire project life and beyond, including:

- ✓ Business Case Development & Cash Flow Analysis
- ✓ Design & Engineering
- ✓ Financing Arrangements
- ✓ Project Permitting
- ✓ Utility Interconnection
- ✓ Secure Rebates & Incentives (Local & Federal)
- ✓ Installation
- ✓ Project Close-Out & Training





# Energy Efficiency

## Take Your Energy Efficiency to The Next Level With EnerConnex

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Our Energy Efficiency programs deliver expert energy usage and billing audits and ongoing upgrades to lighting, HVAC, and electrical systems to help you:

- Reduce costs related to energy and ongoing equipment maintenance.
- Increase equipment longevity and performance.
- Create a greener, cleaner indoor environment for employees and visitors.

Rising energy costs and employee retention struggles necessitate strategies that directly target energy usage and the comfortability of your buildings. Here's how we do it:

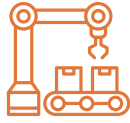
- ✓ **Energy audits:** We provide a detailed analysis of your energy usage patterns to identify areas of inefficiency and recommend actionable solutions to improve energy efficiency.
- ✓ **Energy bill auditing:** We'll audit your utility bills to benchmark your past and current energy consumption and set achievable sustainability goals.
- ✓ **Lighting solutions:** LED lights use less energy. Our lighting experts will create a customized LED lighting solution for your business to further drive down costs.
- ✓ **HVAC upgrades:** We'll continually monitor and make recommendations and upgrades to your facility's HVAC system to maximize savings and reduce energy waste.
- ✓ **Electrification:** Our experts provide a detailed, customized electrification plan, considering timelines and budgets to enhance energy efficiency on your terms.

In partnering with EnerConnex, you're not only doing good for your business but also the work environment and your employees and visitors. It is truly a win for all.



# Some of the Industries We Work With

We work with customers across diverse industries, tailoring energy plans that fit financial and sustainability needs. Industries include:



**MANUFACTURING**



**SENIOR LIVING**



**AUTOMOTIVE**



**RESTAURANTS**



**CASINOS &  
HOTELS**



**HEALTHCARE &  
HOSPITALS**



**COMMERCIAL  
REAL ESTATE**



**EDUCATIONAL INSTITUTIONS &  
NON-PROFIT ORGANIZATIONS**

## Become a Partner

Do you have a product or service that could directly benefit high energy users? We may be interested in becoming strategic partners. We are always looking for ways to enhance our customers' energy management experience.

[Learn About Becoming a Channel Partner](#)

Strengthen your customer relationships, build trust, gain business, and increase revenue by partnering with EnerConnex. By introducing your customers to us, you're opening them up to more choices, resources, and avenues to reach their energy goals. Our extensive network offers improved operational efficiencies, increased market coverage, more referrals, better pricing, and enhanced support.

[Learn More About Becoming a Strategic Partner](#)

## Let's Get Started

We're looking forward to helping you achieve your energy and sustainability goals.

[Contact Your EnerConnex Representative](#)

[Let Us Know Which Services You're Interested In](#)

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