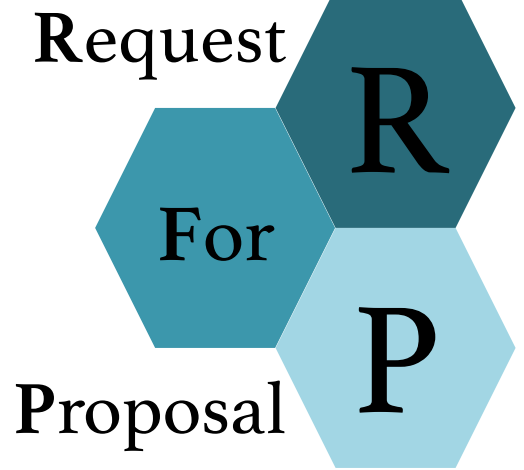




**US Energy Consultants**  
Energy Insights, Analysis, Savings, Delivered.



## What is an RFP?

“A request for proposal (RFP) is a solicitation, made through a bidding process by an agency or company interested in procurement of a commodity to potential suppliers to submit business proposals.”

### Company Snapshot



More than  
**3,600** business  
customers.

Managing over 2.5  
billion annual kWh



**A+** rating by the **BBB**

**Veteran** Owned Business



Recognized as **Winner of Distinction** by the BBB 4 years running.

Winner of the **Pinnacle Award** 2015

#### Featured in:

The Huffington Post  
Bloomberg Business  
The Wall Street Journal  
Examiner  
Amazon Best Seller

### Transparency

This is the biggest difference between a traditional Broker Approach versus a Request for Proposal (RFP) process.



### Fees

RFP fees are negotiated upfront and there are no surprises in the back end. Depending on the Company, RFP fees usually collected 50% upfront and rest on the completion of the RFP.

Broker fees are added to the energy price that is being offered to the Customer, they can range anywhere from \$0.0001 to \$0.005 per kWh. There is no immediate Out of Pocket cost to the Customer, the fees are paid to the Broker by the Supplier once the Customer pays their energy bill.

### RFP Process

- Data Collection
- Energy Profile Analysis
- RFP Fee
- Create and Distribute the RFP
- Proposals Review
- Bid Submission
- Energy Service Agreement Execution
- Post RFP Audit