



## APG&E Matrix Process Matrix Instructions

Our Team, at APG&E, is committed to making the Matrix Pricing Process as easy as possible for you and your team. In an effort to do so, we need to establish a standard set of Matrix Instructions.

**We are happy to announce that we offer the Matrix Pricing Process to the following customer segments:**

- ERCOT Residential
- ERCOT Small Commercial (below 50kW)
- ERCOT Large Commercial (50kW or greater)
- PJM – OHIO Residential / Small Commercial (below 700,000 Annual kWh)
- PJM – OHIO Large Commercial (700,000 Annual kWh or greater)
- PJM – PENNSYLVANIA Residential / Small Commercial (below 25kW)
- PJM – PENNSYLVANIA Large Commercial (25Kw or greater)
- PJM – MARYLAND Residential
- PJM – MARYLAND Commercial (all commercial customers regardless of size)
- PJM – NEW JERSEY Residential
- PJM – NEW JERSEY Commercial (all commercial customers regardless of size)

### RULES OF ENGAGEMENT

- **Matrix prices expire at 11:59pm CST of the day the prices were issued.** You have until 11:59pm CST / 12:59am EST to submit your signed contracts for the day. Since our team is willing to accommodate such flexibility for your team, please respect this hard deadline. If any contracts are submitted after this hard deadline, the APG&E team will need to use the next day's set of matrix prices to determine whether we are able to accommodate contract prices from the prior business day. (We will collaborate with you and your team to deliver to the customer, should any complications arise.)
- Matrix pricing is for **new deals**.
  - Please coordinate with your designated APG&E Business Development Manager should you need special accommodations.
- If APG&E has custom-priced a customer and/or set of meters for you or your team, these meters are no longer eligible for Matrix Pricing.
  - We will not be able to provide or accept a matrix contract from your company or any affiliated company on that customer or on the same set of meters if the custom pricing process has already been used.
- **Executed Contract Packet submittals must contain all pages of the entire contract packet.** Some pages of the contract packet may not require customer signature, but those pages must still be emailed along with all other pages containing customer information and signatures. (This requirement does not apply to documents within the packet that is not applicable to the customer. E.g., Proxy Meter Form if the customer's meter has 12 months' worth of HUD.)
- If the contract rate at which the customer has executed is inconsistent with the expected mathematical results, if all parameters were selected correctly from APG&E's Matrix and the Broker Fee was applied correctly, your stated broker fee in the contract submittal email body will be adjusted accordingly to meet the contract price. In such an event, your team will be notified prior to the booking of the contract in APG&E's system.
- Matrix prices are valid for contracts up to 1,000,000 annual kWh (usage limit per contract).
- Maximum of 20 meters per contract.



- All customers are subject to a credit check and final approval. If possible please provide 2 recent bill copies with zero-balance for credit support along with a signed LOA or TDSP Usage file.
- Proxy meters are subject to a maximum term of 24 months.
- If customer is contracting a Residential meter only, you must use the Residential prices offered in our Matrix.
- When in doubt, please call your APG&E Business Development Manager.

## CONTRACT REQUIREMENTS

### CUSTOMER SIZE APPLICABILITY FOR APG&E MATRICES:

- **Annual Usage Requirement:**
  - All kWh (consumption) and kW (demand) thresholds listed below are applicable **PER CONTRACT**
    - i. usage or demand for all locations must be on one contract.
  - Aggregate Annual kWh per contract should not exceed 1,000,000 kWh
    - i. Please call your APG&E Business Development Manager if you need an exception. Exceptions will be assessed on a case-by-case basis.

APG&E Matrix Pricing						
State	Utility	Utility Name	Minimum Annual Usage or Demand (kWh or kW)	Maximum Annual Usage or Demand (kWh or kW)	Customer Contract Requirement	Default Billing Method
TX (ERCOT)	AEP South	AEP Texas Central Company	50 kW (approx. 200,000 kWh)	1,000,000 kWh	Texas Electricity Agreement - 50kW or greater	Supplier Consolidated Billing (Single Bill)
			0 kW	49 kW (approx. sub 200,000 kWh)	TX Electricity Agreement - Residential / Small Commercial	
			Residential Meter (Residential Use)	Residential Meter (Residential Use)	TX Electricity Agreement - Residential / Small Commercial	
	AEP North	AEP Texas North Company	50 kW (approx. 200,000 kWh)	1,000,000 kWh	Texas Electricity Agreement - 50kW or greater	Supplier Consolidated Billing (Single Bill)
			0 kW	49 kW (approx. sub 200,000 kWh)	TX Electricity Agreement - Residential / Small Commercial	
			Residential Meter (Residential Use)	Residential Meter (Residential Use)	TX Electricity Agreement - Residential / Small Commercial	
	TNMP	Texas New Mexico Power Company	50 kW (approx. 200,000 kWh)	1,000,000 kWh	Texas Electricity Agreement - 50kW or greater	Supplier Consolidated Billing (Single Bill)
			0 kW	49 kW (approx. sub 200,000 kWh)	TX Electricity Agreement - Residential / Small Commercial	
			Residential Meter (Residential Use)	Residential Meter (Residential Use)	TX Electricity Agreement - Residential / Small Commercial	
	Oncor	Oncor Electric Delivery Company LLC	50 kW (approx. 200,000 kWh)	1,000,000 kWh	Texas Electricity Agreement - 50kW or greater	Supplier Consolidated Billing (Single Bill)
			0 kW	49 kW (approx. sub 200,000 kWh)	TX Electricity Agreement - Residential / Small Commercial	
			Residential Meter (Residential Use)	Residential Meter (Residential Use)	TX Electricity Agreement - Residential / Small Commercial	
Centerpoint	Centerpoint Energy Houston Electric LLC	50 kW (approx. 200,000 kWh)	1,000,000 kWh	Texas Electricity Agreement - 50kW or greater	Supplier Consolidated Billing (Single Bill)	
		0 kW	49 kW (approx. sub 200,000 kWh)	TX Electricity Agreement - Residential / Small Commercial		
		Residential Meter (Residential Use)	Residential Meter (Residential Use)	TX Electricity Agreement - Residential / Small Commercial		

## APG&E Matrix Pricing

State	Utility	Utility Name	Minimum Annual Usage or Demand (kWh or kW)	Maximum Annual Usage or Demand (kWh or kW)	Customer Contract Requirement	Default Billing Method
PA (PJM)	PECO	PECO Energy Company	25 kW (approx. 100,000 kWh)	1,000,000 kWh	PA Electricity Agreement - Large Commercial	Utility Consolidated Billing (Single Bill)
			0 kW	24 kW (approx. sub 100,000 kWh)	PA Electricity Agreement - Residential/Small Business	
			Residential Meter (Residential Use)	Residential Meter (Residential Use)	PA Electricity Agreement - Residential/Small Business	
	PPL	PPL Electric Utilities Inc	25 kW (approx. 100,000 kWh)	1,000,000 kWh	PA Electricity Agreement - Large Commercial	Utility Consolidated Billing (Single Bill)
			0 kW	24 kW (approx. sub 100,000 kWh)	PA Electricity Agreement - Residential/Small Business	
			Residential Meter (Residential Use)	Residential Meter (Residential Use)	PA Electricity Agreement - Residential/Small Business	
	Penelec (FE)	Pennsylvania Electric Company	25 kW (approx. 100,000 kWh)	1,000,000 kWh	PA Electricity Agreement - Large Commercial	Utility Consolidated Billing (Single Bill)
			0 kW	24 kW (approx. sub 100,000 kWh)	PA Electricity Agreement - Residential/Small Business	
			Residential Meter (Residential Use)	Residential Meter (Residential Use)	PA Electricity Agreement - Residential/Small Business	
	MetEd (FE)	Metropolitan Edison Company	25 kW (approx. 100,000 kWh)	1,000,000 kWh	PA Electricity Agreement - Large Commercial	Utility Consolidated Billing (Single Bill)
			0 kW	24 kW (approx. sub 100,000 kWh)	PA Electricity Agreement - Residential/Small Business	
			Residential Meter (Residential Use)	Residential Meter (Residential Use)	PA Electricity Agreement - Residential/Small Business	
	West Penn Power (FE)	West Penn Power Company (Allegheny)	25 kW (approx. 100,000 kWh)	1,000,000 kWh	PA Electricity Agreement - Large Commercial	Utility Consolidated Billing (Single Bill)
			0 kW	24 kW (approx. sub 100,000 kWh)	PA Electricity Agreement - Residential/Small Business	
			Residential Meter (Residential Use)	Residential Meter (Residential Use)	PA Electricity Agreement - Residential/Small Business	
	Duquesne	Duquesne Light Company	25 kW (approx. 100,000 kWh)	1,000,000 kWh	PA Electricity Agreement - Large Commercial	Utility Consolidated Billing (Single Bill)
			0 kW	24 kW (approx. sub 100,000 kWh)	PA Electricity Agreement - Residential/Small Business	
			Residential Meter (Residential Use)	Residential Meter (Residential Use)	PA Electricity Agreement - Residential/Small Business	
MD (PJM)	Pepco	Potomac Electric Power Company	0 kW	1,000,000 kWh	MD Electricity Agreement - Commercial	Utility Consolidated Billing (Single Bill)
			Residential Meter (Residential Use)	Residential Meter (Residential Use)	MD Electricity Agreement - Residential	
	BG&E	Baltimore Gas & Electric Company	0 kW	1,000,000 kWh	MD Electricity Agreement - Commercial	Utility Consolidated Billing (Single Bill)
			Residential Meter (Residential Use)	Residential Meter (Residential Use)	MD Electricity Agreement - Residential	
	Potomac Edison	Potomac Edison Company	0 kW	1,000,000 kWh	MD Electricity Agreement - Commercial	Utility Consolidated Billing (Single Bill)
			Residential Meter (Residential Use)	Residential Meter (Residential Use)	MD Electricity Agreement - Residential	
NJ (PJM)	PSEG	Public Service Electric and Gas Company	0 kW	1,000,000 kWh	NJ Electricity Agreement - Commercial	Utility Consolidated Billing (Single Bill)
			Residential Meter (Residential Use)	Residential Meter (Residential Use)	NJ Electricity Agreement - Residential	
	JCPL (FE)	Jersey Central Power & Light	0 kW	1,000,000 kWh	NJ Electricity Agreement - Commercial	Utility Consolidated Billing (Single Bill)
			Residential Meter (Residential Use)	Residential Meter (Residential Use)	NJ Electricity Agreement - Residential	
	ACE	Atlantic City Electric Company	0 kW	1,000,000 kWh	NJ Electricity Agreement - Commercial	Utility Consolidated Billing (Single Bill)
			Residential Meter (Residential Use)	Residential Meter (Residential Use)	NJ Electricity Agreement - Residential	



## APG&E Matrix Pricing

State	Utility	Utility Name	Minimum Annual Usage or Demand (kWh or kW)	Maximum Annual Usage or Demand (kWh or kW)	Customer Contract Requirement	Default Billing Method
OH (PJM)	Duke	Duke Energy Ohio	700,000 kWh	1,000,000 kWh	OH Electricity Agreement - Large Commercial	Utility Consolidated Billing (Single Bill)
			0 kWh	699,000 kWh	OH Electricity Agreement - Residential/Small Commercial	
			Residential Meter (Residential Use)	Residential Meter (Residential Use)	OH Electricity Agreement - Residential/Small Commercial	
	DPL	Dayton Power & Light	700,000 kWh	1,000,000 kWh	OH Electricity Agreement - Large Commercial	Utility Consolidated Billing (Single Bill)
			0 kWh	699,000 kWh	OH Electricity Agreement - Residential/Small Commercial	
			Residential Meter (Residential Use)	Residential Meter (Residential Use)	OH Electricity Agreement - Residential/Small Commercial	
	AEP OH	American Electric Power - Ohio Power	700,000 kWh	1,000,000 kWh	OH Electricity Agreement - Large Commercial	Utility Consolidated Billing (Single Bill)
			0 kWh	699,000 kWh	OH Electricity Agreement - Residential/Small Commercial	
			Residential Meter (Residential Use)	Residential Meter (Residential Use)	OH Electricity Agreement - Residential/Small Commercial	
	AEP CSP	American Electric Power - Columbus Southern Power	700,000 kWh	1,000,000 kWh	OH Electricity Agreement - Large Commercial	Utility Consolidated Billing (Single Bill)
			0 kWh	699,000 kWh	OH Electricity Agreement - Residential/Small Commercial	
			Residential Meter (Residential Use)	Residential Meter (Residential Use)	OH Electricity Agreement - Residential/Small Commercial	
	OED (FE)	The Ohio Edison Company	700,000 kWh	1,000,000 kWh	OH Electricity Agreement - Large Commercial	Utility Consolidated Billing (Single Bill)
			0 kWh	699,000 kWh	OH Electricity Agreement - Residential/Small Commercial	
			Residential Meter (Residential Use)	Residential Meter (Residential Use)	OH Electricity Agreement - Residential/Small Commercial	
	CIE (FE)	The Cleveland Electric Illuminating Company	700,000 kWh	1,000,000 kWh	OH Electricity Agreement - Large Commercial	Utility Consolidated Billing (Single Bill)
			0 kWh	699,000 kWh	OH Electricity Agreement - Residential/Small Commercial	
			Residential Meter (Residential Use)	Residential Meter (Residential Use)	OH Electricity Agreement - Residential/Small Commercial	
	TED (FE)	The Toledo Edison Company	700,000 kWh	1,000,000 kWh	OH Electricity Agreement - Large Commercial	Utility Consolidated Billing (Single Bill)
			0 kWh	699,000 kWh	OH Electricity Agreement - Residential/Small Commercial	
			Residential Meter (Residential Use)	Residential Meter (Residential Use)	OH Electricity Agreement - Residential/Small Commercial	

### PRODUCT OFFERING:

- All-in-Fixed Price (no pass through components) for all markets (where matrices are available)
- ERCOT Prices **do not** include GRT
- User of the Matrix file has the ability to quote PA and NJ Prices with or without GRT and SUT taxes, respectively.
  - User must communicate to customer that regardless of how the contract rate is quoted, the bill rate that will be displayed on their utility consolidated bill will be their contract rate grossed up to include GRT or SUT. (take note of the first page of our customer agreements for PA and NJ)
- All Prices **do not** include taxes (unless you chose to price it with GRT and SUT in PA and NJ, respectively)
- Prices **do not** include utility-related charges (delivery charges)
- **Prices on all matrices assume \$0/MWh Broker Fees.** Please add your Broker Fee to the Matrix Prices before presenting to the customer.



**TERMS AND START DATES:**

- Depending on the start date chosen, APG&E is able to accommodate up to a 60-month contract.
- The maximum delayed start month is 12-months from signature month.
- If you need a start month that is not listed on the matrices, please contact your APG&E Business Development Manager.

**UTILITY ACCOUNT NUMBER REQUIREMENTS & BILLING OPTIONS:**

ISO	State	Utility	Utility Name	Utility Account # Rules	Default Billing Method
ERCOT	TX	AEP South	AEP Texas Central Company	22 digits; ESID begins with 100327894...	Supplier Consolidated Billing
		AEP North	AEP Texas North Company	22 digits; ESID begins with 10204...	Supplier Consolidated Billing
		TNMP	Texas New Mexico Power Company	ESID begins with 10400...	Supplier Consolidated Billing
		Oncor	Oncor Electric Delivery Company LLC	ESID begins with 104437...	Supplier Consolidated Billing
		Centerpoint	Centerpoint Energy Houston Electric LLC	ESID begins with 10089...	Supplier Consolidated Billing
PJM	PA	PECO	PECO Energy Company	10 digits	Utility Consolidated Billing
		PPL	PPL Electric Utilities Inc	10 digits	Utility Consolidated Billing
		Penelec (FE)	Pennsylvania Electric Company	20 digit Cust No. (begins w/ "080")	Utility Consolidated Billing
		MetEd (FE)	Metropolitan Edison Company	20 digit Cust No. (begins w/ "080")	Utility Consolidated Billing
		West Penn Power (FE)	West Penn Power Company (Allegheny)	20 digit Cust No. (begins w/ "080")	Utility Consolidated Billing
		Duquesne	Duquesne Light Company	10 digits (Previously was 13 digits)	Utility Consolidated Billing
	MD	Pepco	Potomac Electric Power Company	22 digits	Utility Consolidated Billing
		BG&E	Baltimore Gas & Electric Company	10 digits	Utility Consolidated Billing
		Potomac Edison	Potomac Edison Company	20 digit Cust No. (begins w/ "080")	Utility Consolidated Billing
	NJ	PSEG	Public Service Electric and Gas Company	POD IDs – 20 digits long (begin with PE0000)	Utility Consolidated Billing
		JCPL (FE)	Jersey Central Power & Light	20 digit Cust No. (begins w/ "080")	Utility Consolidated Billing
		ACE	Atlantic City Electric Company	22 Digits	Utility Consolidated Billing
	OH	Duke	Duke Energy Ohio	10 digits	Utility Consolidated Billing
		DPL	Dayton Power & Light	10 digits	Utility Consolidated Billing
		AEP OH	American Electric Power - Ohio Power	17 digit SID No. (begins w/ "0014006")	Utility Consolidated Billing
		AEP CSP	American Electric Power - Columbus Southern Power	17 digit SID No. (begins w/ "0004062")	Utility Consolidated Billing
		OED (FE)	The Ohio Edison Company	20 digit Cust No. (begins w/ "080")	Utility Consolidated Billing
		CIE (FE)	The Cleveland Electric Illuminating Company	20 digit Cust No. (begins w/ "080")	Utility Consolidated Billing
		TED (FE)	The Toledo Edison Company	20 digit Cust No. (begins w/ "080")	Utility Consolidated Billing

**MATRIX TAXES & BROKER FEES:**

TEXAS

- GRT is NOT included in Matrix Prices. It will be a separate line item on the customer’s bill.
- Broker Fees are NOT included in Matrix Prices. Please add your Broker Fee to the Matrix Prices before presenting to the customer.

OHIO

- Taxes are NOT included in Matrix Prices. All taxes will be separate line items on the customer’s bill.
- Broker Fees are NOT included in Matrix Prices. Please add your Broker Fee to the Matrix Prices before presenting to the customer.

PENNSYLVANIA

- Our matrix allows users the ability to show our prices with and without GRT.
  - The 1<sup>st</sup> page of our PA contracts allows you to indicate how you presented the offer to the customer.
- There is a clarification note for the customer at the top of the 1<sup>st</sup> page of their contract that explains how their bill rate will appear on their utility bill. The customer’s bill rate (what the customer will see on their utility bill) will be their contract rate grossed up to include GRT.
- Any other State or local taxes will appear as separate line items on the customer’s bill from the utility, and will not be included in our offer rate.
- Broker Fees are NOT included in Matrix Prices. Please add your Broker Fee to the Matrix Prices before presenting to the customer.

### NEW JERSEY

- Our matrix allows users the ability to show our prices with and without SUT.
  - The 1<sup>st</sup> page of our NJ contracts allows you to indicate how you presented the offer to the customer.
- There is a clarification note for the customer at the top of the 1<sup>st</sup> page of their contract that explains how their bill rate will appear on their utility bill. The customer's bill rate (what the customer will see on their utility bill) will be their contract rate grossed up to include SUT.
- Any other State or local taxes will appear as separate line items on the customer's bill from the utility, and will not be included in our offer rate.
- Broker Fees are NOT included in Matrix Prices. Please add your Broker Fee to the Matrix Prices before presenting to the customer.

### MARYLAND

- Taxes are NOT included in Matrix Prices. All taxes will be separate line items on the customer's bill.
- Broker Fees are NOT included in Matrix Prices. Please add your Broker Fee to the Matrix Prices before presenting to the customer.

### **LETTER OF AUTHORIZATION (LOA)**

- LOAs are requirements in the APG&E Matrix process.
- Please submit the LOAs with your signed contracts and bill copies.

### **EXECUTED CONTRACT SUBMITTAL**

The Company Name / Customer Name of each contract must be legally responsible for the locations listed on the Service Meter Addendum of the contract. The Company Name / Customer Name must match exactly throughout all pages of the contract packet.

**Electronic submission of executed contracts must include the following information in the body of the Email:**

#### ALL ERCOT Commercial Customers

- Company Name
  - Term (# of months)
  - Start Date
  - Load Factor selected
  - Estimated Annual Usage for the entire contract
  - Matrix Price selected (Example: 4.9¢ per kWh or \$0.049/kWh)
  - Broker Fee Amount (Example: 5 mills or \$0.005/kWh)
  - Total Price Executed (Example: 4.9¢ per kWh or \$0.049/kWh)
- In lieu of providing the Term, Start Date, Broker Fee Amount, Load Factor and Estimated Annual Usage in the email body, you may include a screen shot of how you generated your price from APG&E's Price Matrix from the MULTI-METER CALCULATOR tab. (Be sure to show all your filter selections, inclusive of your Broker Fee. The customer's contract price should be a result displayed in that screen shot.)
- If the contract rate at which your customer executed is inconsistent with the expected mathematical results (Correct Matrix Price + Broker Fee + any additional items per APG&E's instructions), your stated broker fee in the contract submittal email body will be adjusted accordingly to meet the contract price. If this event occurs, an APG&E team member will contact you or your team before the deal is booked in our system.



### ERCOT Residential Customers

- Customer Name
  - Term (# of months)
  - Utility Name
  - Start Date
  - Matrix Price selected (Example: 4.9¢ per kWh or \$0.049/kWh)
  - Broker Fee Amount (Example: 5 mils or \$0.005/kWh)
  - Total Price Executed (Example: 4.9¢ per kWh or \$0.049/kWh)
- If the contract rate at which your customer executed is inconsistent with the expected mathematical results (Correct Matrix Price + Broker Fee + any additional items per APG&E's instructions), your stated broker fee in the contract submittal email body will be adjusted accordingly to meet the contract price. If this event occurs, an APG&E team member will contact you or your team before the deal is booked in our system.

### ALL PJM - Commercial Customers

- Company Name
  - Term (# of months)
  - Start Date
  - Load Profile selected
  - Estimated Annual Usage for the entire contract
  - Matrix Price selected (Example: 4.9¢ per kWh or \$0.049/kWh)
  - Broker Fee Amount (Example: 5 mils or \$0.005/kWh)
  - Total Price Executed (Example: 4.9¢ per kWh or \$0.049/kWh)
- In lieu of providing the Term, Start Date, Broker Fee Amount, Load Factor and Estimated Annual Usage in the email body, you may include a screen shot of how you generated your price from APG&E's Price Matrix from the MULTI-METER CALCULATOR tab. (Be sure to show all your filter selections, inclusive of your Broker Fee. The customer's contract price should be a result displayed in that screen shot.)
- If the contract rate at which your customer executed is inconsistent with the expected mathematical results (Correct Matrix Price + Broker Fee + any additional items per APG&E's instructions), your stated broker fee in the contract submittal email body will be adjusted accordingly to meet the contract price. If this event occurs, an APG&E team member will contact you or your team before the deal is booked in our system.

### ALL PJM - Residential Customers

- Customer Name
  - Term (# of months)
  - Utility Name
  - Start Date
  - Matrix Price selected (Example: 4.9¢ per kWh or \$0.049/kWh)
  - Broker Fee Amount (Example: 5 mils or \$0.005/kWh)
  - Total Price Executed (Example: 4.9¢ per kWh or \$0.049/kWh)
- If the contract rate at which your customer executed is inconsistent with the expected mathematical results (Correct Matrix Price + Broker Fee + any additional items per APG&E's instructions), your stated broker fee in the contract submittal email body will be adjusted accordingly to meet the contract price. If this event occurs, an APG&E team member will contact you or your team before the deal is booked in our system.



## REQUIRED DOCUMENTS FOR CLOSED DEALS:

### ERCOT Commercial Customers (50kW or greater)

- Completed Texas Electricity Agreement – 50kW of Greater
- Signed Texas Electricity Agreement
- Completed Service Meter Addendum
- Signed Service Meter Addendum
- Completed and Signed Texas Exemption Certificate (Tax Exempt Form) (if applicable)
- Completed Proxy Meter Usage Form (if applicable)
  
- Completed and Signed LOA (required by certain utilities to pull usage data for billing purposes during the customer's contract term)
- Direct Debit Authorization Form (if customer chose the Automatic Electronic Payment as their payment method)
- Historical Usage Data (if available)
- Provide 2 recent bills with zero-balance for creditsupport along with TDSP Usage file.

### ERCOT Small Commercial Customers (below 50kW)

- Completed Texas Electricity Agreement – Residential / Small Commercial
- Signed Texas Electricity Agreement
- Completed Service Meter Addendum
- Signed Service Meter Addendum
- EFL
- Completed and Signed Texas Exemption Certificate (Tax Exempt Form) (if applicable)
- Completed Proxy Meter Usage Form (if applicable)
  
- Completed and Signed LOA (required by certain utilities to pull usage data for billing purposes during the customer's contract term)
- Direct Debit Authorization Form (if customer chose the Automatic Electronic Payment as their payment method)
- Provide 2 recent bills with zero-balance for credit support along with TDSP Usage file.

### ERCOT Residential Customers

- Completed Texas Electricity Agreement – Residential / Small Commercial
- Signed Texas Electricity Agreement
- Completed Service Meter Addendum
- Signed Service Meter Addendum
- EFL





- Completed and Signed LOA (required by certain utilities to pull usage data for billing purposes during the customer's contract term)
- Direct Debit Authorization Form (if customer chose the Automatic Electronic Payment as their payment method)
- Provide 2 recent bills with zero-balance for credit support along with TDSP Usage file.

#### **PJM - PENNSYLVANIA Large Commercial Customers (25Kw or greater)**

- Completed and Signed Pennsylvania Electricity Agreement – Large Commercial
- Completed & Signed Service Meter Addendum
- Pennsylvania Electricity Terms of Service – Large Commercial
- Completed and Signed Tax Exemption Certificate (Tax Exempt Form) (if applicable)
- Completed Proxy Meter Usage Form (if applicable)
  
- Completed and Signed LOA (if applicable; required by certain utilities to pull usage data for billing purposes during the customer's contract term)
- Provide 2 recent bills with zero-balance for credit support
- Direct Debit Authorization Form (if customer chose the Automatic Electronic Payment as their payment method)

#### **PJM – PENNSYLVANIA Residential/Small Business Customers (below 25kW)**

- Completed and Signed Pennsylvania Electricity Agreement – Residential / Small Business
- Completed & Signed Service Meter Addendum
- Pennsylvania Electricity Terms of Service – Residential / Small Business
- Pennsylvania Electricity Contract Summary – Residential /Small Business
- Completed and Signed Notice of Cancellation Form – Residential / Small Business
- Provide 2 recent bills with zero-balance for credit support
- Direct Debit Authorization Form (if customer chose the Automatic Electronic Payment as their payment method)

#### **PJM - OHIO Large Commercial Customers (700,000 kWh or greater)**

- Completed and Signed Ohio Electricity Agreement – Large Commercial
- Completed & Signed Service Meter Addendum
- Ohio Electricity Terms of Service – Large Commercial
- Environmental Disclosure Information – Quarterly Comparisons
- Completed and Signed Tax Exemption Certificate (Tax Exempt Form) (if applicable)
- Completed Proxy Meter Usage Form (if applicable)
  
- Completed and Signed LOA (if applicable; required by certain utilities to pull usage data for billing purposes during the customer's contract term)



- Provide 2 recent bills with zero-balance for credit support
- Direct Debit Authorization Form (if customer chose the Automatic Electronic Payment as their payment method)

**PJM - OHIO Residential/Small Commercial Customers (below 700,000 kWh)**

- Completed and Signed Ohio Electricity Agreement – Residential / Small Commercial
- Completed & Signed Service Meter Addendum
- Ohio Electricity Terms of Service – Residential / Small Commercial
- Environmental Disclosure Information – Quarterly Comparisons
- Provide 2 recent bills with zero-balance for credit support
- Direct Debit Authorization Form (if customer chose the Automatic Electronic Payment as their payment method)

**PJM – NEW JERSEY Commercial Customers (all commercial customers in NJ)**

- Completed and Signed New Jersey Electricity Agreement – Commercial
- Completed & Signed Service Meter Addendum
- New Jersey Electricity Terms of Service – Commercial
- Completed and Signed Tax Exemption Certificate (Tax Exempt Form) (if applicable)
- Completed Proxy Meter Usage Form (if applicable)
- Completed and Signed LOA (if applicable; required by certain utilities to pull usage data for billing purposes during the customer’s contract term)
- Provide 2 recent bills with zero-balance for credit support
- Direct Debit Authorization Form (if customer chose the Automatic Electronic Payment as their payment method)

**PJM – NEW JERSEY Residential Customers**

- Completed and Signed New Jersey Electricity Agreement – Residential
- Completed & Signed Service Meter Addendum
- New Jersey Electricity Terms of Service – Residential
- Third Party Supplier (“TPS”) Contract Summary
- Environmental Disclosure for the Electricity Products
- Provide 2 recent bills with zero-balance for credit support
- Direct Debit Authorization Form (if customer chose the Automatic Electronic Payment as their payment method)

**PJM – MARYLAND Commercial Customers (all commercial customers in MD)**

- Completed and Signed Maryland Electricity Agreement – Commercial
- Completed & Signed Service Meter Addendum
- Maryland Electricity Terms of Service – Commercial



- Completed and Signed Tax Exemption Certificate (Tax Exempt Form) (if applicable)
- Completed Proxy Meter Usage Form (if applicable)
- Completed and Signed LOA (if applicable; required by certain utilities to pull usage data for billing purposes during the customer's contract term)
- Provide 2 recent bills with zero-balance for credit support
- Direct Debit Authorization Form (if customer chose the Automatic Electronic Payment as their payment method)

#### **PJM – MARYLAND Residential Customers**

- Completed and Signed Maryland Electricity Agreement – Residential
- Completed & Signed Service Meter Addendum
- Maryland Electricity Terms of Service – Residential
- Maryland Electricity Contract Summary - Residential
- Environmental Disclosure Statement
- Notice of Cancellation Form - Residential
- Provide 2 recent bills with zero-balance for credit support
- Direct Debit Authorization Form (if customer chose the Automatic Electronic Payment as their payment method)

#### **WHERE TO SEND SIGNED MATRIX CONTRACTS:**

- Send your matrix contract packets to [MatrixContracts@apge.com](mailto:MatrixContracts@apge.com) and cc your designated APG&E Business Development Manager.
- **Subject Line:** Signed Matrix Contract\_[Customer Name]\_[State]\_[Start Date]

## HIGHLIGHTS OF APG&E'S PRICE MATRIX **(Pricing for Commercial Customers)**

**NOTE:** Partner / Broker Fee can only be applied to calculations performed in the MULTI-METER CALCULATOR tab.

### MULTI-METER CALCULATOR (Weighted Average Price Calculator) -- **20 Meters Maximum**

- Users are able to easily calculate a Weighted Average Price for a contract, if the customer has multiple meters, with differing load factors, located in multiple utilities and load zones. **(Residential Use Meters can be included in calculator with commercial meters, or as a stand alone meter. If stand-alone meter, must use Residential/Small Commercial Agreement to transact. Otherwise, use the 50Kw or Greater Commercial Agreement to transact.)**
- Users can simply select a Start Month and enter a desired Partner Fee. Then, for each meter, select the applicable Utility Name, Zone and Load Factor from drop-down menus, and enter the annual volume. **(If the meter is for Residential Use, you must select RESIDENTIAL as the Load Factor in the Load Factor drop-down menu.)**
- Once the few data points for each meter is entered, prices will be displayed for every term length available for the chosen Start Date for each meter.
- **Prices will be displayed for every term length available for the chosen Start Date for each meter, as well as a Weighted Average Price for every term length for the aggregate of all meters.**

The Multi-Meter Calculator (Weighted Average Price Calculator) can only be used to generate one price per contract

- The calculator cannot be used for multi-contract aggregations; users cannot apply the same weighted average price across multiple contracts.
  - Each contract should have its own weighted average price, reflecting the profile of the meters on the contract.
  - **NOTE: The Multi-Meter Calculator (Weighted Average Price Calculator) is located in the second tab of the price matrix file, labeled MULTI-METER CALCULATOR.**

**WINDOWS 10 USERS:** In the **Service Point Attributes** section, you must first click into the **UTILITY** drop-down to make your selection. Then you must **tab** your way to each subsequent filter field in the Service Point Attributes section. Do not click the subsequent fields with your mouse. The subsequent filters can only be enabled with the tabbing function or hitting the Enter key.

### PRICING HEAT MAP

- Within the Multi-Meter Calculator (Weighted Average Price Calculator), is a Pricing Heat Map functionality.
- Once the User enters the required meter info for the calculator, color-coded prices will be displayed. Color-coding will be indicative of how expensive or inexpensive prices associated with particular terms lengths for the chosen Start Date are.
  - Less expensive terms will be displayed in dark blue.
  - More expensive terms will be displayed in orange.
  - Prices falling in between these two extremes will be in white colored cells or gradients of the other 2 colors, as they go from one extreme to another.
- Not only does this Pricing Heat Map function exist for each meter, but it also exists for the Weighted Average Price calculated for the aggregate meters on the contract.
- **With this functionality, the User can easily spot the most price-opportunistic term length for the chosen start date in a single glance!**

Service Point Attributes					Contract Terms																							
Utility	Zone	Load Factor	Annual Volume (kwh)		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
CenterPoint	Houston LZ	LO	18,000		3.987	3.995	3.895	3.799	3.784	3.775	3.820	3.853	3.871	3.898	4.021	4.338	4.300	4.241	4.186	4.136	4.111	4.091	4.072	4.049	4.013	4.005	4.066	4.22
Oncor	North LZ	LO	18,000		3.531	3.415	3.322	3.267	3.298	3.317	3.326	3.331	3.318	3.367	3.541	3.896	3.878	3.836	3.797	3.757	3.740	3.726	3.710	3.687	3.655	3.651	3.727	3.90
<b>Lowest Price Term:</b> 4																												
<b>Lowest Price:</b> 3.533					<b>WTD AVG Price (¢/kwh)</b>																							
					3.759	3.705	3.609	3.533	3.541	3.546	3.573	3.592	3.595	3.633	3.78	4.117	4.089	4.039	3.992	3.947	3.926	3.909	3.891	3.868	3.834	3.828	3.897	4.06

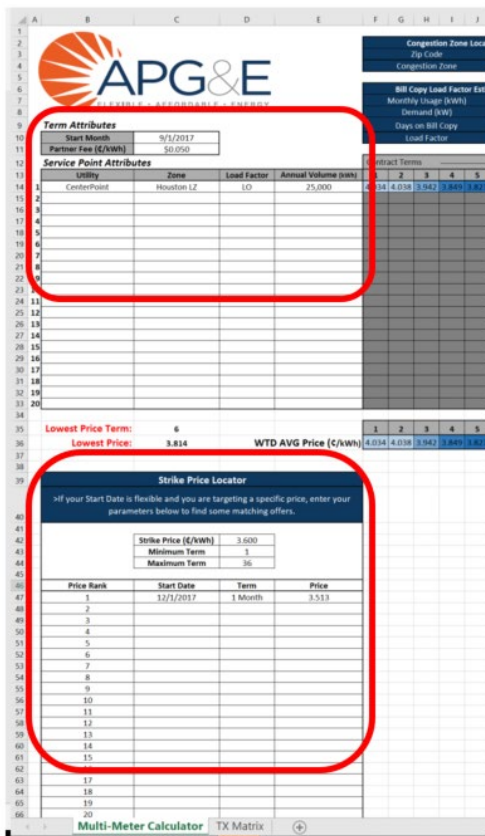
### LOWEST PRICE & ASSOCIATED TERM LOCATOR

- To make it easier for the User to quickly identify the Lowest Price, regardless of term length, we have included a Lowest Price locator function, located right next to the Weighted Average Price Results for aggregate meters.
- **The locator will display the Lowest Price Offer, resulting from the Weighted Average Price results for the aggregate meters, along with its associated term length.**

Service Point Attributes					Contract Terms																							
Utility	Zone	Load Factor	Annual Volume (kwh)		1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
CenterPoint	Houston LZ	LO	18,000		3.987	3.995	3.895	3.799	3.784	3.775	3.820	3.853	3.871	3.898	4.021	4.338	4.300	4.241	4.186	4.136	4.111	4.091	4.072	4.049	4.013	4.005	4.066	4.22
Oncor	North LZ	LO	18,000		3.531	3.415	3.322	3.267	3.298	3.317	3.326	3.331	3.318	3.367	3.541	3.896	3.878	3.836	3.797	3.757	3.740	3.726	3.710	3.687	3.655	3.651	3.727	3.90
<b>Lowest Price Term:</b> 4																												
<b>Lowest Price:</b> 3.533					<b>WTD AVG Price (¢/kwh)</b>																							
					3.759	3.705	3.609	3.533	3.541	3.546	3.573	3.592	3.595	3.633	3.781	4.117	4.089	4.039	3.992	3.947	3.926	3.909	3.891	3.868	3.834	3.828	3.897	4.06

## STRIKE PRICE LOCATOR

- Sometimes, during the sales process, the customer may tell the salesperson exactly what price they are willing to transact on.
  - In such instances, to make it extremely easy for the User, the User can simply go to the Multi-Meter Calculator tab, enter info in the Term Attributes section, enter meter info into the Service Point Attributes section. You will first get heat mapped results.
  - Then scroll down a bit to the STRIKE PRICE LOCATOR section, and input the desired Strike Price, desired Minimum and Maximum term length (can input 1 through 60 months).
  - The Locator will display all available offers, within our entire matrix, **that meet or beat the desired Strike Price!**



The screenshot shows the APG&E Multi-Meter Calculator spreadsheet. The 'Strike Price Locator' section is highlighted with a red box. It includes a table for inputting search criteria and a table for displaying results.

Price Rank	Start Date	Term	Price
1	12/1/2017	1 Month	3.513
2			
3			
4			
5			
6			
7			
8			
9			
10			
11			
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13			
14			
15			
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## CONGESTION ZONE LOCATOR

- Figuring out congestion zones can sometimes be tricky. We've included a CONGESTION ZONE LOCATOR in both tabs within our Matrix, to make the process less painful for the User.
- **The User can simply enter the Zip Code for the meter, and the LOCATOR will display the Congestion Zone!**

Congestion Zone Locator	
Zip Code	<input type="text"/>
Congestion Zone	<input type="text"/>

## BILL COPY LOAD FACTOR ESTIMATOR

- Figuring out load factors can be a pain. We've included a BILL COPY LOAD FACTOR ESTIMATOR in both tabs within our Matrix, to make the process more enjoyable for the User.
- The User will need a bill copy for each meter.
- **Referring to the bill copies, the User can simply enter the Monthly Usage, Demand and Days on Bill Copy (# of days in billing cycle) for the meter, and the calculator will display the estimate LOAD FACTOR!**

Bill Copy Load Factor Estimator	
Monthly Usage (kWh)	
Demand (kW)	
Days on Bill Copy	
Load Factor	

Last, but not least, if you enjoy filtering a large spreadsheet to get to a price offer for one meter, you are welcome to use the price matrix located in the tab labeled TX MATRIX. Otherwise, **you can use the functionalities in the MULTI-METER CALCULATOR tab to find an offer for your SINGLE METER!**

## HIGHLIGHTS OF APG&E'S PRICE MATRIX **(Pricing for Residential Customers)**


### HOW TO LOCATE AN OFFER FOR YOUR RESIDENTIAL CUSTOMER

- Our Residential Rates can be found in 2 locations within our Matrix file.
  1. Through the Load Factor filter in the **Service Point Attributes** section of the **MULTI-METER CALCULATOR** tab.
    - Users need to complete the **Term Attribute** section first.
    - Users need to move to the **Service Point Attributes** section next, and begin the filter process with selecting the **UTILITY**, then work your way to the right.
    - The **RESIDENTIAL** selection will be visible when the User clicks the drop-down menu for **LOAD FACTOR**.
    - **WINDOWS 10 USERS:** In the **Service Point Attributes** section, you must first click into the **UTILITY** drop-down to make your selection. Then you must **tab** your way to each subsequent filter field in the Service Point Attributes section. Do not click the subsequent fields with your mouse. The subsequent filters can only be enabled with the tabbing function or hitting the Enter key.
  2. Through the **LOAD FACTOR** filter in the tab labeled **TX MATRIX**.
    - Users should start the filter process at the far left column, and work your way to the right.
    - The Residential selection will be visible when the User clicks the drop-down menu for **LOAD FACTOR**.
    - **User cannot add Partner / Broker Fee in this tab. You must go to the Multi-Meter Calculator to add fee.**

Prices below include no margin for Brokers/Consultants  
 Prices are based on contracts with  
 Prices are valid for contracts up to 1,000,000 annual kWh  
 Prices will float and non-recoverable of TSDP charges  
 Maximum of 20 meters per contract  
 Provide 2 recent bills with zero-balance for credit verification along with signed LDA or TSDP Usage  
 Prices meters listed are subject to new terms of 24 months  
 Contracts must be received by 11:59 PM CDT  
 Meters that have meters placed are no longer eligible for meter pricing

Start Month	Start	Utility	Congestion Zone	Term	Load Factor	0 - 200,000	200,001 - 400,000	400,001 - 600,000	600,001 - 800,000	800,001 - 1,000,000	Wtd Avg
8/1/2017	TX	CenterPoint	Houston L2	1 Months	RESIDENTIAL	5,509	4,814	4,421	4,375	4,314	4,719
8/1/2017	TX	CenterPoint	Houston L2	2 Months	RESIDENTIAL	5,646	4,871	4,421	4,375	4,348	4,748
8/1/2017	TX	CenterPoint	Houston L2	3 Months	RESIDENTIAL	5,519	4,844	4,294	4,244	4,219	4,719
8/1/2017	TX	CenterPoint	Houston L2	4 Months	RESIDENTIAL	5,406	4,731	4,181	4,131	4,106	4,606
8/1/2017	TX	CenterPoint	Houston L2	5 Months	RESIDENTIAL	5,308	4,633	4,083	4,033	4,008	4,508
8/1/2017	TX	CenterPoint	Houston L2	6 Months	RESIDENTIAL	5,253	4,578	4,028	3,978	3,953	4,453
8/1/2017	TX	CenterPoint	Houston L2	7 Months	RESIDENTIAL	5,210	4,535	3,985	3,935	3,910	4,410
8/1/2017	TX	CenterPoint	Houston L2	8 Months	RESIDENTIAL	5,203	4,528	3,978	3,928	3,903	4,403
8/1/2017	TX	CenterPoint	Houston L2	9 Months	RESIDENTIAL	5,200	4,525	3,975	3,925	3,900	4,400
8/1/2017	TX	CenterPoint	Houston L2	10 Months	RESIDENTIAL	5,183	4,508	3,958	3,908	3,883	4,383
8/1/2017	TX	CenterPoint	Houston L2	11 Months	RESIDENTIAL	5,170	4,495	3,945	3,895	3,870	4,370
8/1/2017	TX	CenterPoint	Houston L2	12 Months	RESIDENTIAL	5,253	4,578	4,028	3,978	3,953	4,453

Multi-Meter Calculator: TX Matrix



**Term Attributes**  
 Start Month:   
 Partner Fee (¢/kWh):

**Service Point Attributes**

Utility	Zone	Load Factor	Annual Volume (kWh)	Contract Terms		
				1	2	3
1						
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**Lowest Price Term:**     
**Lowest Price:**    **WTD AVG Price (¢/kWh)**

Please call your APG&E contact if you run into any complications!