



INTRODUCTION

**Altenex is the energy management network that leading companies, institutions and municipalities use to source clean energy for their power portfolios.**



## RENEWABLE ENERGY GOALS

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**There are a number of reasons why companies, institutions and municipalities are interested in renewable energy:**

### 1. **COST**

- Lock in long-term fixed pricing
- Reduce exposure to commodity price swings
- Gain certainty in planning / site selection decisions

### 2. **RISK MANAGEMENT**

- Energy security
- Reduced emissions profile
- Regulatory changes

### 3. **DIFFERENTIATION**

- Customer retention and expansion
- Comply with customer demands (ex: supplier scorecards)

### 4. **CORPORATE SOCIAL RESPONSIBILITY**

- “Right thing to do”
- “Nice to Have” but won’t trump economic requirements

## WAYS TO ENTER THE MARKET

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**There are three ways for companies, institutions and municipalities to participate in the renewable energy markets:**

### 1. **REC / CARBON PURCHASES**

- Widely adopted by companies in all industries
- Difficulties in providing additionality (growth of market)
- Purchases are a pure cost

### 2. **ON-SITE GENERATION**

- Generally outside of a company's core competencies
- Requires available land and co-location with good renewable resource
- Locks a company into a specific location for the life of the renewable project

### 3. **POWER PURCHASE AGREEMENT FROM OFFSITE FACILITY**

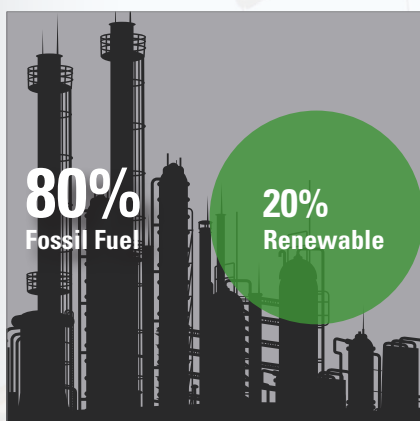
- Enter into a wholesale Power Purchase Agreement with a specific project
- Projects need not be point of load and can be located in areas of greatest resource
- Rapidly being adopted by leading companies / organizations
- Locks in price of power
- Locks in price for RECs / offsets



## MARKET ACCESS

Altenex has developed a market-based approach that allows companies, institutions and municipalities to quickly identify when and where renewable energy can be used to control cost and improve environmental performance.

### TARGET POWER PORTFOLIO

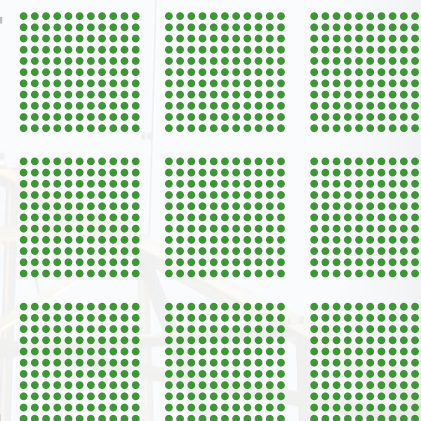


# altenex®

Filters and qualifies opportunities based on buyers selection criteria/portfolio needs:

- Geography
- Technology
- Operational History
- Price

### DATABASE



### Database includes:

- 2000 + clean energy projects
- 500 clean energy developers
- Weather patterns
- Pricing
- Available incentives (local, state & federal)

## IDENTIFYING THE RIGHT PROJECT: PROFILE CREATION

**Altenex creates detailed profiles for its customers that are matched against the company's proprietary database. These profiles serve as a customer's RFP for sourcing renewable energy.**

- Is based on the selection criteria outlined by key stakeholders
- Includes required "Terms and Conditions"
  - results in fewer "surprises"
  - reduces time in market
  - reduces transaction costs



## MARKET CLARITY

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**Altenex analyzes over 100 layers of data for each project. This brings transparency to the market and allows customers to make data driven decisions on projects that match their selection criteria.**

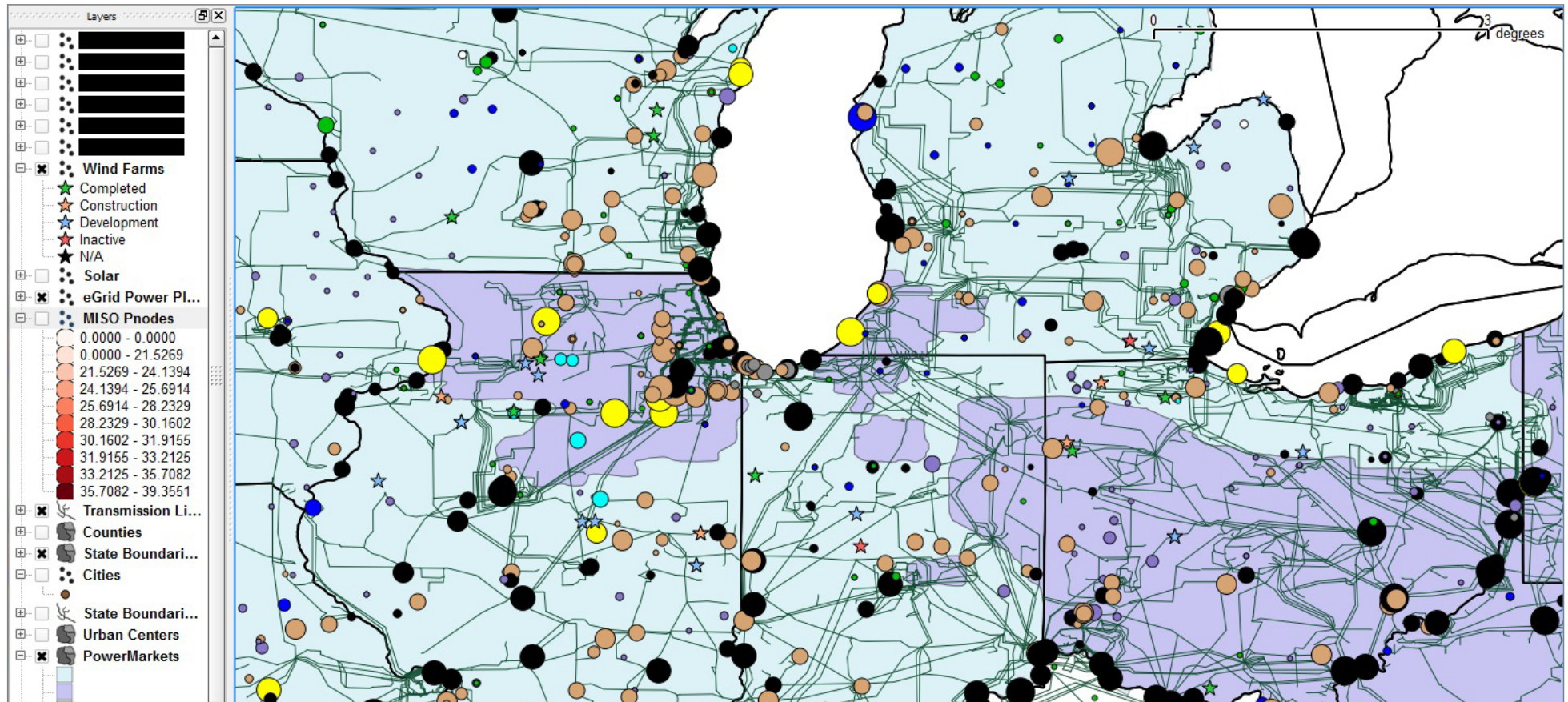
### KEY AREAS OF DILIGENCE INCLUDE

DEVELOPER	PROJECT	MARKET
<ul style="list-style-type: none"><li>• Operational History</li><li>• Creditworthiness</li><li>• Required Deal Terms</li><li>• Capital Markets Relationships</li></ul>	<ul style="list-style-type: none"><li>• Weather Patterns / Resource Availability</li><li>• Local and Regional Incentives</li><li>• Technology / Components / Supply Chain</li><li>• Interconnection (Agreement and Status)</li></ul>	<ul style="list-style-type: none"><li>• Fuel Mix and Emissions Profile</li><li>• Transmission and Congestion</li><li>• Additions &amp; retirements of power plants</li><li>• Historical and Projected Pricing</li></ul>



## MARKET DYNAMICS

Historically, the market has been difficult to access and has lacked clarity. Altenex has developed a proprietary database that provides detailed information and analysis on over 2000 renewable energy projects. Customers use this data to identify clean power purchasing opportunities that meet their selection criteria.





## EXAMPLE TRANSACTION STRUCTURE

- 1** Customer signs a long-term power purchase agreement for renewable power from a distributed project.
- 2** Power from the distributed project is sold directly into the grid for the local price at the point of production.
- 3** Customer buys power directly from the grid for the local price at the point of use.

COMPANY



1

WIND FARM



2

GRID



3

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**"Altenex is the bridge GM was looking for to source large-scale renewable energy for our facilities."**



**"Altenex creates new ways to do business in the rapidly evolving alternative energy markets by providing more clarity, accessibility and communication between participants."**



**"Altenex improves our ability to identify and evaluate cost-effective clean energy projects."**

