



ELECTRICITY OPTIONS AS UNIQUE AS YOUR BUSINESS

Customized plans. Award-winning service. Responsive representatives. Champion Energy has delivered customer value from day one, helping us grow into a leading commercial and industrial electricity supplier.

FINDING THE PERFECT FIT

No two organizations are alike. Neither are their energy needs. Finding the right energy plan starts with understanding your organization's individual situation. We're ready to get to know you and what drives your organization. Only then can we assemble a plan that's truly tailored to meet your needs.

NEED FOR STABILITY



A community college in the Northeast can time its shifts in electricity usage to the seasons with great reliability year after year. The operations manager responsible for electricity procurement works with a fixed budget, leaving limited room for risk-taking.

The community college opts for a conservative, primarily fixed-price approach. This gives the operations manager the certainty she needs to stay on budget, leaving only unexpected weather events that could significantly increase their usage as potential budget risks. To address those, the college also secures hedging options to limit risk even further.

PROFILE SUMMARY

FACILITY:

COMMUNITY
COLLEGE



BUDGET:

INFLEXIBLE



REGION:

NORTHEAST

GREATEST RISK:

WEATHER



CERTAINTY: HIGH



COST FLUCTUATIONS: LOW



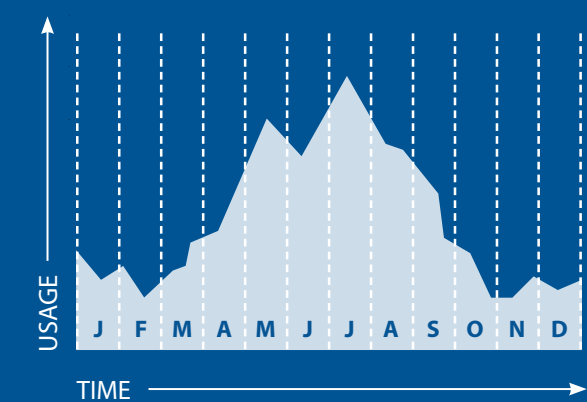
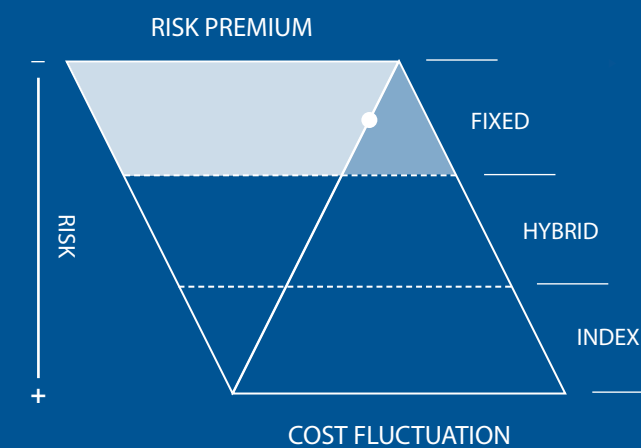
RISK PREMIUMS: HIGH



INVOLVEMENT LEVEL: LOW

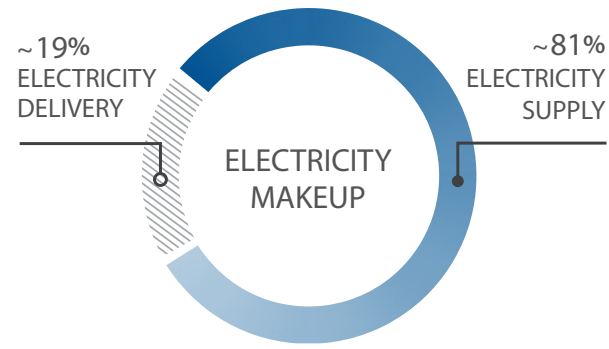


PROFILE ANALYSIS



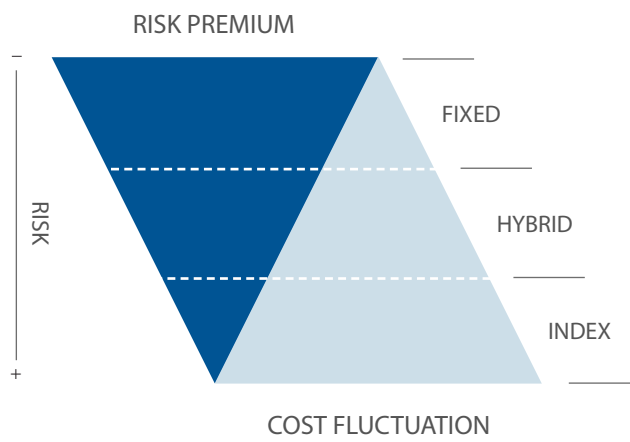
UNDERSTANDING ELECTRICITY

A small portion of your energy bill is fixed by government entities and regulations. However, the rest—the part driven by your actual energy usage—can be shaped and formed by your organization's goals and needs, based on the types of products you select. Champion Energy is here to give you all the information you need to make an informed decision.



CONSTRUCTING YOUR PROFILE

To determine a solution that's truly customized for you, we assess a range of factors like your business drivers, budget flexibility and risk tolerance. Then we combine them to create a tailored profile that we can use to help you identify your optimum energy product mix.



A NEED FOR STABILITY

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PROFILE SUMMARY

FACILITY:

COMMUNITY COLLEGE



BUDGET:

INFLEXIBLE



REGION:

NORTHEAST

GREATEST RISK:

WEATHER



CERTAINTY: HIGH



COST FLUCTUATIONS: LOW



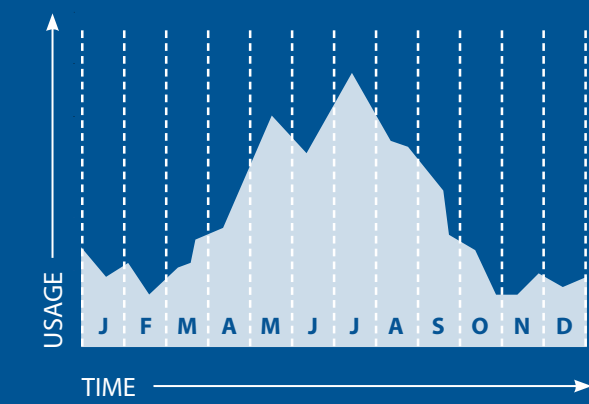
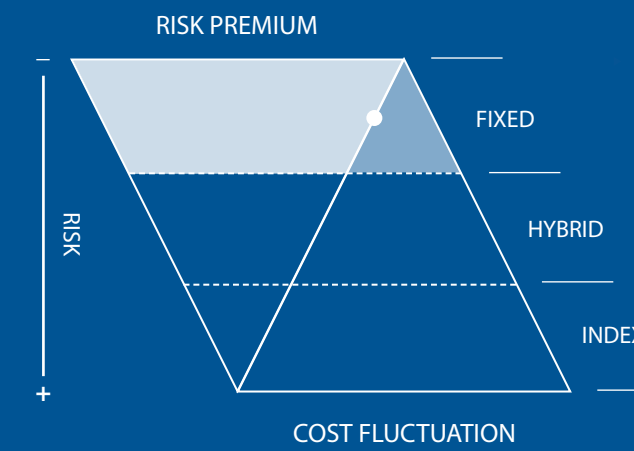
RISK PREMIUMS: HIGH



INVOLVEMENT LEVEL: LOW






PROFILE ANALYSIS


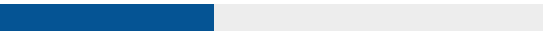

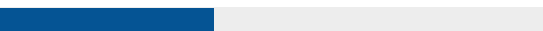


A family-owned Midwest manufacturer of small plastic parts runs on a standard single shift, making their electrical load predictable and cyclical. The procurement manager doesn't follow energy markets closely, but has a basic understanding of load and market dynamics and knows he can rely on the company's representative for additional guidance.

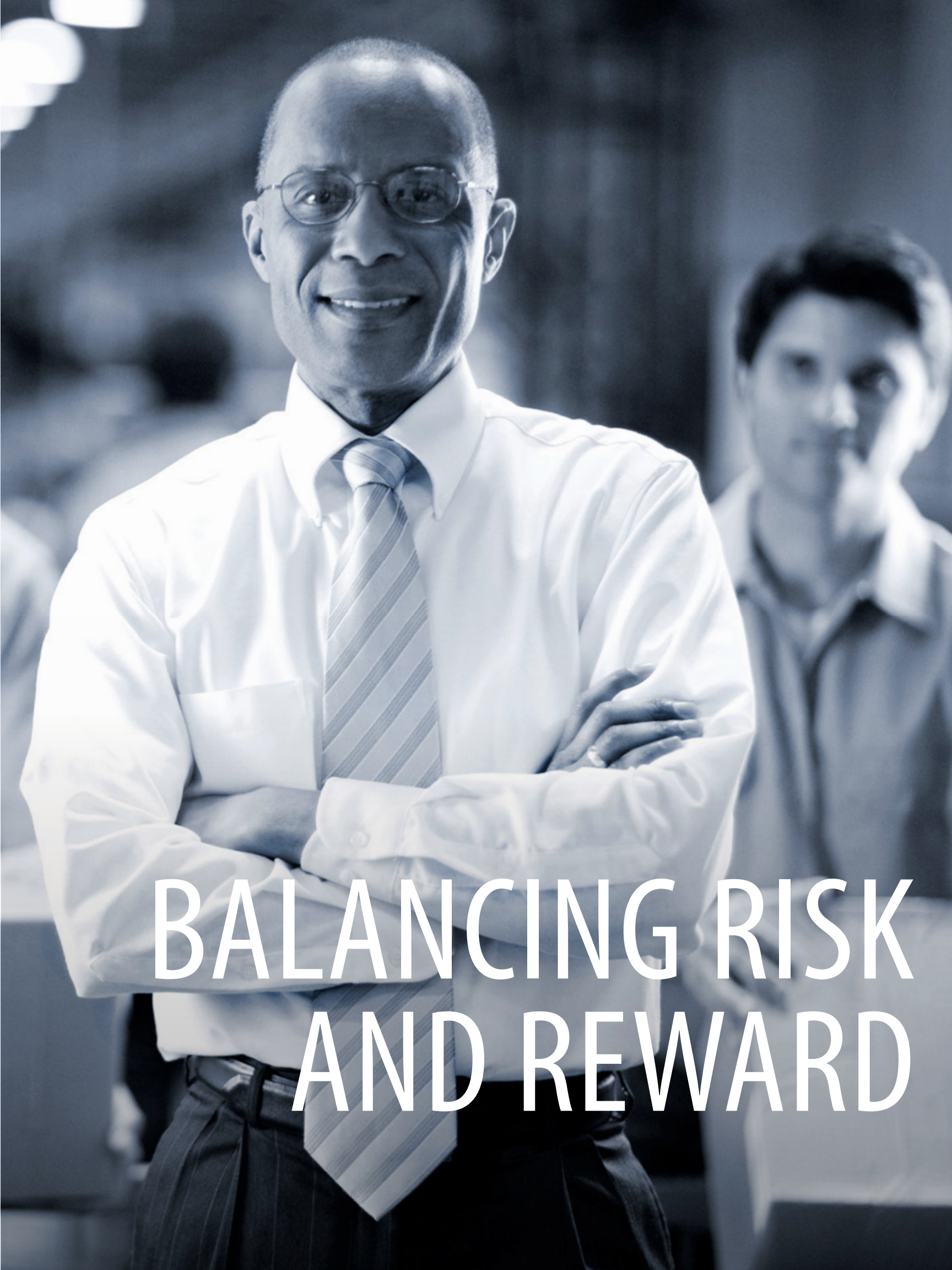
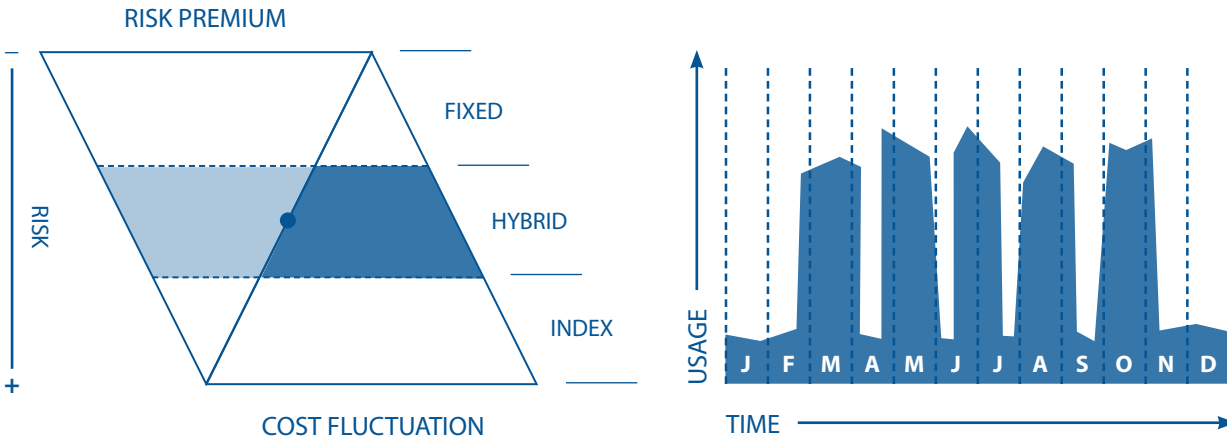
The company selects a plan that layers fixed and variable components, leaning more heavily on fixed-price blocks that follow their usage patterns, to limit exposure to market volatility. The smaller portion of the load that follows the market index allows the company the flexibility to benefit from low prices during low usage periods without an excessive chance of overages.

PROFILE SUMMARY

FACILITY: PLASTIC PARTS PLANT 	BUDGET: LIMITED FLEXIBILITY 
REGION: MIDWEST	GREATEST RISK: ABNORMALLY HIGH LOAD 

CERTAINTY: MODERATE 	COST FLUCTUATION: LIMITED 
RISK PREMIUM: MODERATE 	INVOLVEMENT LEVEL: LIMITED 

PROFILE ANALYSIS



BALANCING RISK AND REWARD

SEEKING PRICE ADVANTAGES



A national computer component manufacturer with multiple locations is largely automated, requiring minimal staff, and can spool up and down quickly. The company's head of energy procurement follows energy markets closely and understands the drivers of commodity prices.

Because of their knowledge and ability to quickly respond to market conditions, this manufacturer operates mostly on market-based index pricing. This allows the company to stop, start or shift operations as needed to take advantage of local market spikes and drops. Using this strategy, the company intends to secure the most favorable rates possible and reduce their product's production cost.

PROFILE SUMMARY

FACILITY:

COMPUTER COMPONENT
MANUFACTURING



BUDGET:

OPPORTUNISTIC



REGION:

MULTIPLE

GREATEST RISK:

COMMODITY
PRICES



CERTAINTY: LIMITED



COST FLUCTUATIONS: HIGH



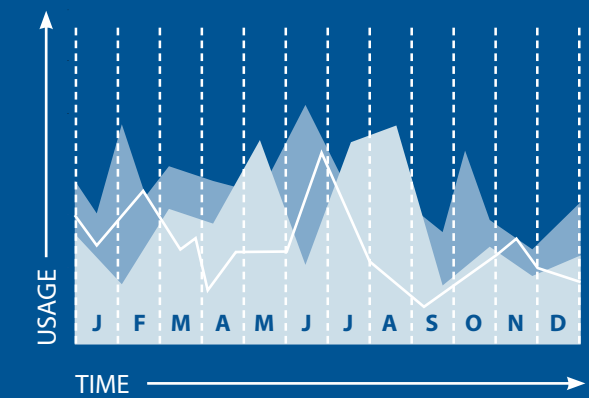
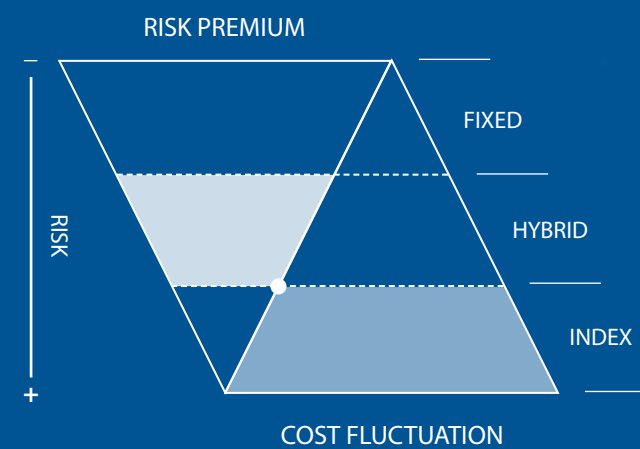
RISK PREMIUMS: LIMITED



INVOLVEMENT LEVEL: HIGH



PROFILE ANALYSIS



A company operating natural gas compression stations is highly involved in electricity markets, but does not generate electricity to operate its own facilities. Leveraging its position as an active market participant, the company can respond to price movements on an hourly basis, mix and layer product choices with advanced expertise and supplement procured electricity with back-up generators if necessary.

The company employs an ever-evolving blend of products, focused heavily on market-based prices. Any cost overages can be passed on to the end-user, giving this company the flexibility to aggressively pursue market opportunity to enhance profitability.

PROFILE SUMMARY

FACILITY:

NATURAL GAS
COMPRESSION STATIONS



BUDGET:

HIGHLY
LIQUID



REGION:

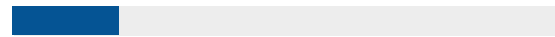
SOUTH

GREATEST RISK:

REGULATION



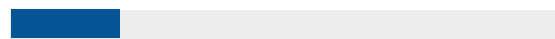
CERTAINTY: LOW



COST FLUCTUATION: HIGH



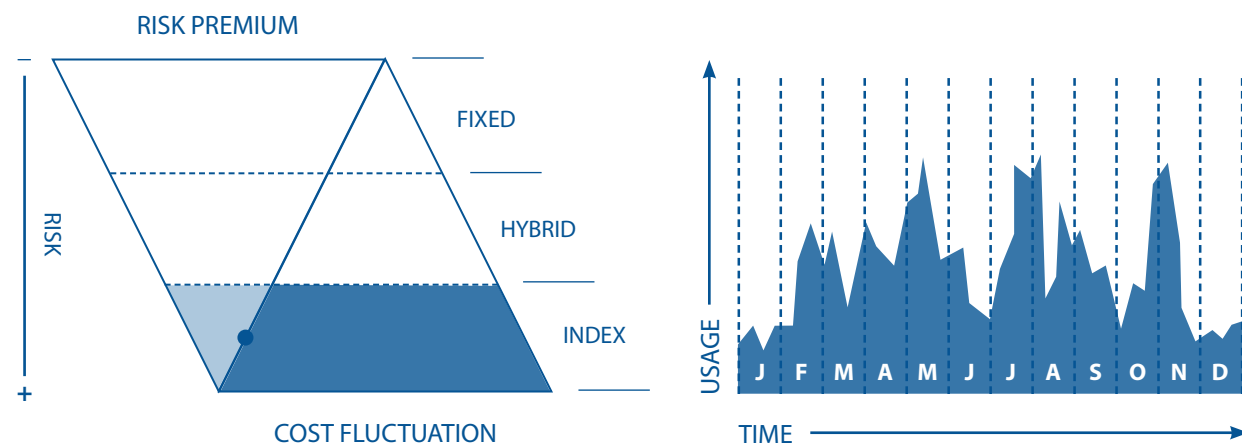
RISK PREMIUM: LOW



INVOLVEMENT LEVEL: HIGHEST



PROFILE ANALYSIS

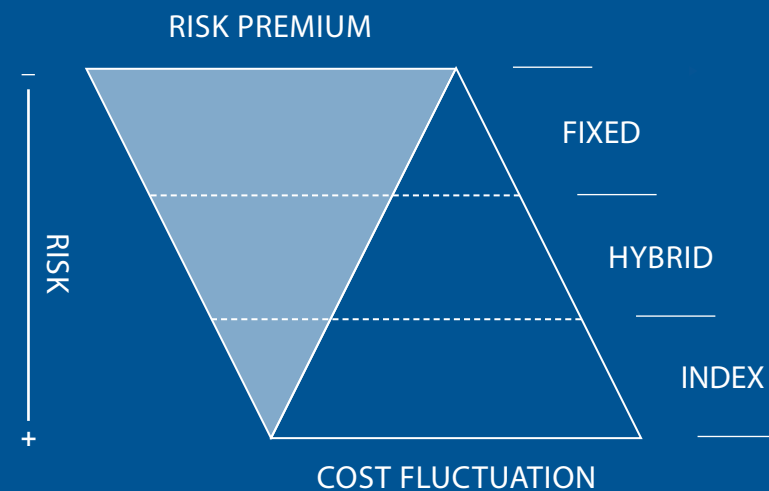


CHASING MARKET OPPORTUNITY



LET US START YOUR PROFILE

NOW THAT YOU'VE SEEN HOW DIFFERENT FACTORS CAN INFLUENCE ELECTRICITY PRODUCT DECISIONS, LET'S DISCUSS WHAT MAKES YOUR BUSINESS UNIQUE AND START CONSTRUCTING YOUR OWN TAILORED PROFILE.



ABOUT CHAMPION

Champion Energy's focus on creating value for our customers has been a constant from day one. From customized, flexible electricity plans to empowered, knowledgeable representatives who provide award-winning service, our philosophy has helped us grow organically into the industry leader we are today. We're ready to bring that same level of customer focus and value to you.

CONTACT US

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