

Best Practices in Bidding Energy

Tips for optimizing your energy supply RFP.



Direct Energy Business is more than just a supplier—we have a distinct focus on helping to make your business better. By providing straightforward guidance and an exceptional customer experience, we can help you make the most of the energy opportunities available to you. You should feel confident about energy bidding. Below are few guidelines to help ensure that you get the value you want from your energy supplier and offers that are in-line with the goals of your business or organization.

Save Time, Ensure Efficiency.

- Know and provide accurate information on all your active accounts/meters to be priced.
- Include a signed Letter of Authorization (LOA) with the bid so that vendors can obtain usage from the utility and start pricing as soon as possible.

Choose the Best Supplier.

- Research suppliers' credibility and reliability and check references.
- Evaluate the size and dedication of the Sales, Operations and Customer Service teams supporting you.
- Inquire about handling business—i.e. payments, reporting, invoicing— through an online portal.

Ensure Optimal Results.

- Release your bid 3-4 months before enrollment deadlines (specific to your local utility) to ensure that there is enough time to enroll your accounts once you select a supplier.
- Present your energy concerns and business objectives, as well as budget goals, so that vendors can provide you with the most suitable pricing options and terms.
- Ask for multiple terms (ex: 12, 24, 36 months) to review how pricing differs.
- Avoid setting bid due dates for Mondays or Thursdays, because upward market movement is more likely on these days.
- Know what the market is doing and stay up-to-date on the factors impacting it.
- Compare “apples to apples” across suppliers. In case of reverse auctions, provide exact specifications (swing, tax, etc.) to be included in the price.
- Be prompt in responding to bids to ensure you are able to lock in the price.
- Avoid holding a price, especially over the weekend, as there may be risk premiums to cover the potential volatility of the market.

About Direct Energy Business

Direct Energy Business is one of the largest commercial retail energy suppliers in North America. Our size, financial strength, and more than 25 years of experience position us to competitively serve our customers with a powerful combination of industry-leading products, straightforward guidance and personalized service. We are committed to leveraging our size, strength and extensive reach to make our customers' businesses better across North American energy markets. Learn more today at business.directenergy.com.