

Your goals.



**Met.**

**Direct Energy Business  
Renewable Energy Services™**

# Renewable energy strategies custom built for the needs of large enterprises

Protecting the environment and demonstrating a solid commitment to sustainability are important components of many corporate energy strategies. Direct Energy Business is a leading North American energy supplier and wholesaler with the capabilities to structure renewable deals that minimize your risk, while meeting your strategic goals.



# Set your sustainability goals and we'll do the rest

Some of the world's most influential companies are setting high targets, fully disclosing their corporate renewable energy commitments and receiving recognition through programs like the Environmental Protection Agency's Green Power Partnership<sup>1</sup> and the RE100<sup>2</sup>. Direct Energy Business Renewable Energy Services delivers a complete set of

consultative renewable options to help meet the unique sustainability goals your business has set—or is considering. Whether you're a larger single-site business or a multi-site corporation, we can help you shape a renewable strategy that hits your targets and fits your budget.

## Discover the benefits of working with us

Meeting the commitment of offsetting a portion or all of your energy supply with renewable energy can be very complex, with a variety of means to reaching an end. It's sometimes hard to discern which option(s) will be most reliable, most accessible and most economically sensible. With strong backing and ownership from Centrica plc, we offer:

- ✓ The ability to combine or bundle your energy (commodity) supply with renewable energy supply or to work exclusively on a renewable energy strategy with us
- ✓ Expert capabilities in working with developers and generators to structure long- and short-term renewable energy purchasing options within the retail supply framework
- ✓ Risk management, including analysis of all costs associated with moving wholesale renewable power to retail customers, including congestion, credit, unit contingency and other risks
- ✓ Up-front financing on larger-scale projects so that you meet your unique needs without bearing the cost of connecting to the renewable project
- ✓ Behind-the-meter PV Solar solutions for direct investment in on-site renewable energy, with in-house solar EPC expertise

Our full range of renewable energy services allow us to bridge the gap between the increasingly complex renewable energy targets of our customers and the renewable energy projects of the developers supplying the power.

## Have you considered going 100% Renewable?

RE100 is a collaborative, global initiative brought to businesses by The Climate Group, in partnership with CDP. It unites more than 100 influential businesses committed to 100% renewable electricity. To achieve this goal, companies must match 100% of their electricity use across their global operations with electricity produced from renewable sources. If you're considering this type of commitment, we can work with you devise your plan and execute it.

# How do we get you there?

1



We start by analyzing your business' renewable goals and your current energy strategy—this can include analysis of an existing renewable strategy or an existing renewable offer from a developer or another supplier.

2



We devise a plan that includes your renewable energy option(s), the type and source of the renewable power or offsets and the term(s).

3



We provide a financial analysis of your options with us and projections for plans that may involve a more complex solution or long-term contract, while also considering impacts to your current commodity supply strategy.

4



We fully implement your renewable energy solution, including setting and determining the source of your renewable energy and managing all aspects of the agreement.





# 5

We'll help you reconcile your renewable energy purchases with your internal treasury function and with any organizations or statuses you may wish to report to/achieve.



## We're committed to taking action on climate change

Our parent company, Centrica, plc, has been identified as a global leader for action and disclosure on climate change by CDP, an international NGO, reporting to investors representing around a third of the world's invested capital.<sup>3</sup> In CDP's 2016 annual report, Centrica earned a position in the Climate A List, which is comprised of the top 9% of companies who demonstrate leadership in combatting climate change. We are one of only 15 UK companies and 19 utilities from across the world on the list.



# Solutions for every level of renewable energy commitment

Depending on your desired target, your location(s) and your current electricity supply specifics, our experts can recommend and implement one or more of the following solutions to fulfill your goals.

## No Term Commitment



## Term: 3-5 Years



### Renewable Energy Credits (RECs):

RECs are a fast and easy way to offset a specific quantity or percentage of the energy you use from conventional sources.

#### Details & Benefits:

- ✔ Direct Energy Business RECs are Green-e® Certified by the Center for Resource Solutions.<sup>4</sup>
- ✔ RECs can be purchased from the project or region of your choice.
- ✔ RECs involve a short-term commitment.

### Renewable Power Hedge:

This is the option if you need your renewable energy to come directly from a region close to your operations or a specific type of resource (wind or solar). We manage the risk by sourcing and delivering renewable power to your business.

#### Details & Benefits:

- ✔ You choose the amount of your load you wish to cover with your hedge.
- ✔ You pay one price for your firm, shaped power (including congestion costs) coming from the renewable energy resource.
- ✔ Our credit is used—not yours—to secure the agreement with the developer.
- ✔ We manage the risk for unit contingency, congestion and developer credit.
- ✔ This option involves a short- to medium-term commitment.

Term:  
12-20 Years



Term:  
Up to 20 Years

### Grid connect PPA:

This option allows you to enter into a power purchase agreement (3-party PPA) directly with a renewable developer that is near your service location. Your business pays a fixed PPA rate to the producer and any usage above or below the renewable output is settled at market rates.

#### Details & Benefits:

- ✓ We originate and manage the grid connect asset and finance it, with no capital expense from you.
- ✓ We schedule the power coming from that producer in a separate sub-account with the RTO or ISO in which your facilities are located.
- ✓ We manage your wholesale power purchases and the remainder of your energy supply requirements.
- ✓ This option involves a medium- to long-term commitment.

### On-site, behind-the-meter solar:

Through Centrica Business Solutions, our sister company, we offer turnkey solutions for on-site PV solar. With this option, you avoid T&D charges on your supply, while lowering your organization's reliance on the grid through a direct renewable investment.

#### Details & Benefits:

- ✓ We conduct an in-depth analysis to determine if your facility can support an on-site installation, provide projections on the economics of the project and manage the installation and ongoing maintenance.
- ✓ We finance, manage and provide warranties on your solar installation.
- ✓ We manage the sale of any excess generation back to the grid through net metering.
- ✓ This option typically requires a long-term commitment.

## More about us

Direct Energy Business is a trusted supplier to more than 78% of the Fortune 100 companies.\* As of May 2018 our focus is on using our expertise in the energy marketplace to provide customized products and solutions aligned to the unique needs of businesses—from electricity and natural gas supply, to ways to increase efficiency and reduce demand. We are part of Direct Energy, one of North America's largest competitive retail energy suppliers, with over 4 million customers. Direct Energy is part of Centrica plc, a global energy and services leader, who operates in seven countries and serves 27.5 million customers.



Learn more at  
[directenergybusiness.com/RES](https://directenergybusiness.com/RES)

\* Fortune 100 stat is as of January 2017; Fortune 500 stat is from January 2018.

<sup>1</sup> <https://www.epa.gov/greenpower/green-power-partnership-program-overview>

<sup>2</sup> <http://there100.org/>

<sup>3</sup> <https://www.centrica.com/news/centrica-world-leader-action-climate-change>

<sup>4</sup> <http://www.green-e.org/>



[directenergybusiness.com/RES](https://directenergybusiness.com/RES)

