

The Siemens logo is displayed in a bold, teal, sans-serif font.

*Ingenuity for life*

## Energy Procurement

Improve your purchasing power while lowering risk and energy costs.

[usa.siemens.com/buildingtechnologies](http://usa.siemens.com/buildingtechnologies)



Siemens' clients increase their resource efficiency by tapping into a partner with global energy procurement expertise.

Today's energy markets are volatile and can be influenced by factors that are numerous and complex. Often, organizations pay more than they should for energy due to limited leverage and insufficient market expertise.

Siemens understands the challenges facing energy consumers and through experience has developed world-class procurement services designed to maximize market competition and drive down supplier premiums. By bringing our deep market knowledge, large buying portfolio, and buyer-friendly contracting experience to the table, our clients achieve lower costs and better contract terms that will best meet our clients' needs whether they are a multi-site retail chain or a single site industrial.

Our procurement process is designed to solicit contract structures that our clients want, not those that give the supplier the highest profit. We are able to conduct the entire process electronically through our proprietary platform - making it easy for suppliers to participate and clients to monitor project milestones.



### A solution that delivers

Our energy procurement solution is designed around the needs of our clients to ensure they are improving their purchasing power while lowering their risks and energy costs. Through our solution, clients receive:

- Thorough analysis of requirements including risk profile, usage trends, flexibility and predictability.
- Ideal structuring of contract terms from simple fixed prices to complex tranches and portfolio pricing.
- Administration of procurement events including supplier qualification, online RFPs, reverse auctions and contract execution.
- Comparison of supplier quotes on a common basis to evaluate the best mix of price certainty and market risk for a given client's cost and budget objectives.
- Development and management of price hedging policies to ensure energy prices are fixed when attractive and held under defensive tolerances.
- Credit term mitigation to reduce cash outlays and minimize exposure to supplier credit concerns.
- Negotiation of contract terms to ensure a deal is balanced and reflective of the structures sought during the procurement event.

### Benefits of energy procurement expertise

Siemens manages over 15,000 locations and an annual utility spend in excess of \$15 billion. Working with our energy procurement experts brings value to our clients by providing them with:

- An independent agent acting on behalf of our clients to identify optimal energy sourcing options and buying opportunities.
- Access to the lowest energy prices in the market by leveraging supplier relationships built over the last 4 decades.
- A proven track record of reducing premi-ums and hidden cost components by removing penalty language and other unnecessary seller protections found in supplier contracts.
- Experience in serving client portfolios from single site industrial locations to large retail portfolio aggregations.

### Working with Siemens

Our business is to help clients optimize their supply of energy, reduce their consumption of costly resources and help their businesses become more sustainable. From energy reduction to energy production and procurement, and even long term investment protection, Siemens is equipped to assist in customizing an energy management program that addresses needs from both sides of the meter. Our approach ensures a comprehensive plan to meet clients' strategic and technical goals today, while protecting and optimizing their investments well into the future via continuous data analysis and support.

### Highlights

- Develop and execute procurement strategy
- Optimize price risk management
- Streamline and improve budgeting and forecasting
- Professionalize contract negotiations
- Uncover alternative supply options

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