

# Unlocking Opportunities: Corporate Energy Markets

The energy market is notoriously volatile, but a strong energy procurement strategy will provide resiliency.

## WHY IS ENERGY COMPLICATED?

In the US, states have either regulated or deregulated energy markets. Regulated states require companies to purchase from the local utility, while deregulated states do not. Individual states also offer a wide variety of rebate and incentive programs which also impact procurement choices.

## 3 PILLARS OF A RESILIENT ENERGY PROCUREMENT STRATEGY



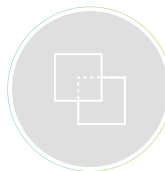
### **Risk**

Determine your risk tolerance by evaluating historical pricing, budgetary constraints, operational intricacies, and your company's approach to other at-risk commodities.



### **Goals**

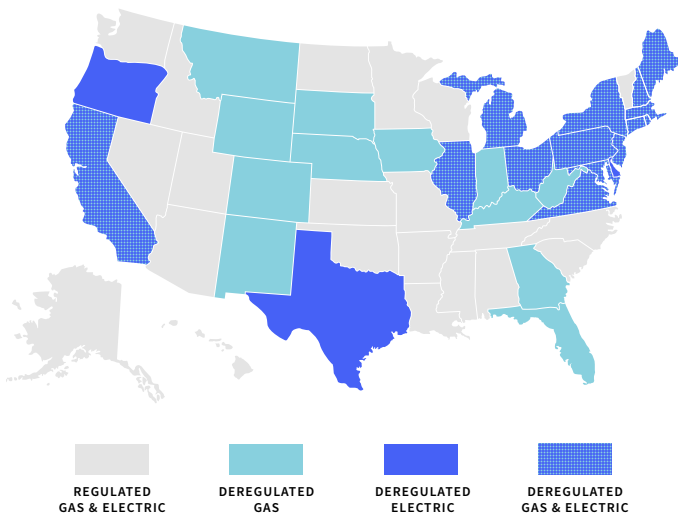
Align your energy procurement strategy with your company's financial, environmental, and sustainability goals.



### **Transparency**

Work with an unbiased, committed advisor who manages your contracts and provides visibility into pricing structures.

## Deregulated Energy Markets



## NAVIGATING THE RENEWABLE ENERGY TRANSITION

As the US transitions to renewable energy, it's important to keep the following in mind:

### ***Plan Ahead***

In the next few years, there will be a bottleneck for renewable assets as more companies make 100% renewable energy goals. As of 2023, purchased assets already won't be available until 2026/2027.

### ***Explore Emerging Technologies***

Renewable energy technology is more affordable and accessible than ever before. Consider a wide range of technologies in your transition and evaluate the added decarbonization benefits they may offer.

### ***Take a Portfolio-Wide Approach***

Evaluating the opportunities and energy grids state-by-state will help you determine when and how to switch each facility to renewable energy. Depending on the state, it's not always advisable (financially or environmentally) to immediately switch to renewables.

Explore our resource library to learn more about energy procurement:



#### **ARTICLES**

- > [\*When does solar make sense for your company?\*](#)
- > [\*Resiliency Over Efficiency\*](#)



#### **CASE STUDIES & SERVICES**

- > [\*Utility Optimization Analysis\*](#)
- > [\*Renewable Energy Procurement\*](#)
- > [\*Utility Rate Structure Analysis\*](#)



#### **VIDEOS**

- > [\*Energy Rate & Utility Analysis\*](#)
- > [\*Energy Procurement Consultation\*](#)
- > [\*All Things Solar\*](#)
- > [\*Unlocking Opportunities: Corporate Energy Markets\*](#)



### ***We're here to help!***

[Chat with Mike](#) about how we can help build a sustainability roadmap for your company.