



EMEX
The Energy Market Exchange

REAL

Reverse Auctions
for Natural Gas & Electricity

ENERGY SAVINGS.





EMEX[®] Reverse Auctions **save towns up to 30%** on energy costs.

Newark Board
of Education

Savings: \$1,263,312.79

Atlantic City Municipal
Utilities Authority

Savings: \$344,008.00

Lakewood Township

Savings: \$269,785.72

Old Bridge Township

Savings: \$267,928.82

City of Paterson

Savings: \$214,504.60

City of Asbury Park

Savings: \$187,136.16

Moorestown Township

Savings: \$201,886.96

City of Perth Amboy

Savings: \$160,236.98

Morris County Municipal
Utilities Authority

Savings: \$159,654.96

Eastern Camden
County Regional
School District

Savings: \$136,135.79

City of Long Branch

Savings: \$132,329.98

Monroe Township

Savings: \$107,039.26

Western Monmouth
Utilities Authority

Savings: \$100,256.52

City of Bridgeton

Savings: \$95,896.40

Ewing Township

Savings: \$86,408.61

South Monmouth
Regional Sewerage
Authority

Savings: \$69,778.59

City of Plainfield

Savings: \$61,103.84

Freehold Township

Savings: \$44,556.02

City of Hoboken

Savings: \$43,747.48

Rahway Valley
Sewerage Authority

Savings: \$20,095.96

Bordentown Sewerage
Authority

Savings: \$12,550.14

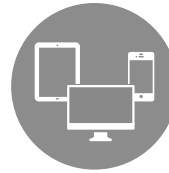
All savings numbers are projected based on market conditions
at the time of procurement and are not guaranteed.

EMEX® REVERSE AUCTIONS

EMEX® Reverse Auctions are the most effective method for procuring electricity and natural gas in the Energy Industry. By pitting highly competitive suppliers in the market against each other in a real-time bidding platform, our groundbreaking technology generates the lowest possible energy rates.



Electricity and Natural Gas products available



Select your device and your OS:

FULL MARKET
CONSULTATION AND
PLATFORM SUPPORT

UP TO
15 SUPPLIERS

5-10
MINUTE
TIMEFRAME



THE PROCESS IS SIMPLE AND FAST

We bring suppliers to you in a 5-to-10-minute, real-time auction through our secure, online platform with an easy-to-use interface. Suppliers are equipped with their own platform, all watching the same screen as they bid and counter-bid against each other. Although you see the identities of the suppliers bidding, the suppliers' names are hidden from each other to maximize competition and preserve confidentiality. The result is a transparent, level playing field that also includes a digital recording of the reverse auction, available for stakeholder review after the auction is held.

As the bidding starts, your dedicated EMEX Energy Analyst monitors the various bids alongside you and provides live consultation before, during, and after the reverse auction. Terms of 3 months to 24 months are available and when the bidding war is over, any winning bid can be immediately taken advantage of. Best of all, there is no cost to you to run a reverse auction and no obligation to lock in a rate.

EMEX REVERSE AUCTIONS PROVIDE OTHER BENEFITS

- Legal assistance with contract review and negotiation through EMEX's in-house, expert energy counsel
- Significantly streamlined RFP process that dramatically reduces administration time
- DCA-Approved Platform
- A reserve bid analysis, so you can review projected market rates and cost savings before your auction even begins



**BPU-APPROVED
ENERGY SUPPLIERS**

"EMEX provided the Township of East Hanover with the **best combination of energy savings, ease of process, clear explanation of the reverse auction process**, as well as a simple process to execute the necessary steps to take full advantage of the energy savings to the Township."

Joe Pannullo
Mayor

Township of East Hanover
Total Savings: \$86,844.01



**5
TO 10**

MINUTE TIME FRAME

30%

UP TO 30% SAVINGS ON
YOUR ENERGY SUPPLY COSTS

EMEX® REVERSE AUCTIONS ARE CHANGING THE GAME

With “apples to apples” bids and millions saved by local New Jersey municipalities, utility authorities, and schools year after year, EMEX® Reverse Auctions are changing the game by putting the Power to save Money where it belongs: in the hands of Local Decision-Makers.

GET THE LOWEST POSSIBLE RATE IN 4 EASY STEPS

COMPATIBLE
WITH ANY DEVICE
AND OS:



1 REGISTER ONLINE IN 2 MINUTES OR LESS.

With little more than your name and contact details, you can register for an EMEX® Reverse Auction and we'll take care of the rest – at no cost to you. You'll no longer have to create detailed RFP documents, review and compare various lengthy proposals over days, or spend countless resources trying to save money on energy.

2 SCHEDULE YOUR EMEX® REVERSE AUCTION.

Your reverse auction can be scheduled to start as quickly as 10 days after you register. We'll accommodate your desired timeframe and make adjustments to suit the needs of your board.

3 WATCH ENERGY SUPPLIERS COMPETE FOR YOUR BUSINESS.

Most EMEX® Reverse Auctions take around 10 minutes from start to finish. While energy suppliers sweat it out to win your business, you simply watch as the rates fall and the savings opportunity grows.

4 SIGN A NEW CONTRACT – OR DON'T.

When the auction ends, you may select a new supplier... or you may choose to not move forward. Either way, there's no commitment until you sign a contract with the supplier that provides the greatest value.



STREAMLINING YOUR RFP PROCESS

The traditional RFP process can be tedious, waste valuable administrative and legal resources, and often generates unsatisfactory results with a lackluster response from vendors.

EMEX® Reverse Auctions take the worry and pain out of the RFP process by consistently bringing a wider base of New Jersey Board of Public Utilities (BPU)-Approved suppliers to the table and ensuring bidding is conducted on a level playing field. EMEX's RFPs are done through a highly automated, uniform process that saves dozens of hours for both the customer and the suppliers, meaning suppliers are much more likely to participate. EMEX is a DCA-approved vendor, and is in full compliance with all regulatory and state laws for local unit procurement.

A COLLABORATIVE EFFORT FROM THE START

EMEX has an established track record of working collaboratively with government customers, applying our knowledge, expertise and technology across all aspects of energy management to develop a true assessment of your energy needs and potential savings. Additionally, EMEX's legal team will work with you and your board members or your local unit's legal counsel, negotiate contract terms on your behalf with energy suppliers, and ensure a full understanding of any agreement; all of these processes are fundamental parts of EMEX's services and are done at no cost to you.

Your dedicated EMEX Government Relations team includes an Energy Analyst and Risk Management Experts who will work with you and your board to determine the best course of action according to your needs. They will review all aspects of your energy portfolio and will discuss the best options, including suggestions on term length, product type, and important contract provisions to include in the RFP.



\$0.1100

2:02 pm

\$0.0800

2:08 pm

UNPARALLELED ENERGY PROCUREMENT EXPERTISE AND RISK MANAGEMENT SERVICES

EMEX continually invests in strong relationships, listening and responding to the customers and industries we serve. Through these relationships, we identify the most critical and complex challenges in the marketplace in order to develop unique strategies that ensure optimal outcomes.

One primary factor in obtaining an optimal outcome is market timing. By creating a procurement strategy that revolves around market conditions and locking in a rate during low points in the market, EMEX puts local units in a position to succeed. This strategy contrasts with how aggregations operate, where customers are forced to abide by set-in-stone procurement dates regardless of where market prices are, and its members do not have a choice in the term or rate the aggregation decides to lock in for its group.

EMEX experts give you logical solutions based on market conditions, your specific needs, and the product that provides the best value. By controlling the market through EMEX instead of letting the market control you, your local unit will significantly increase the savings potential on its energy expense.

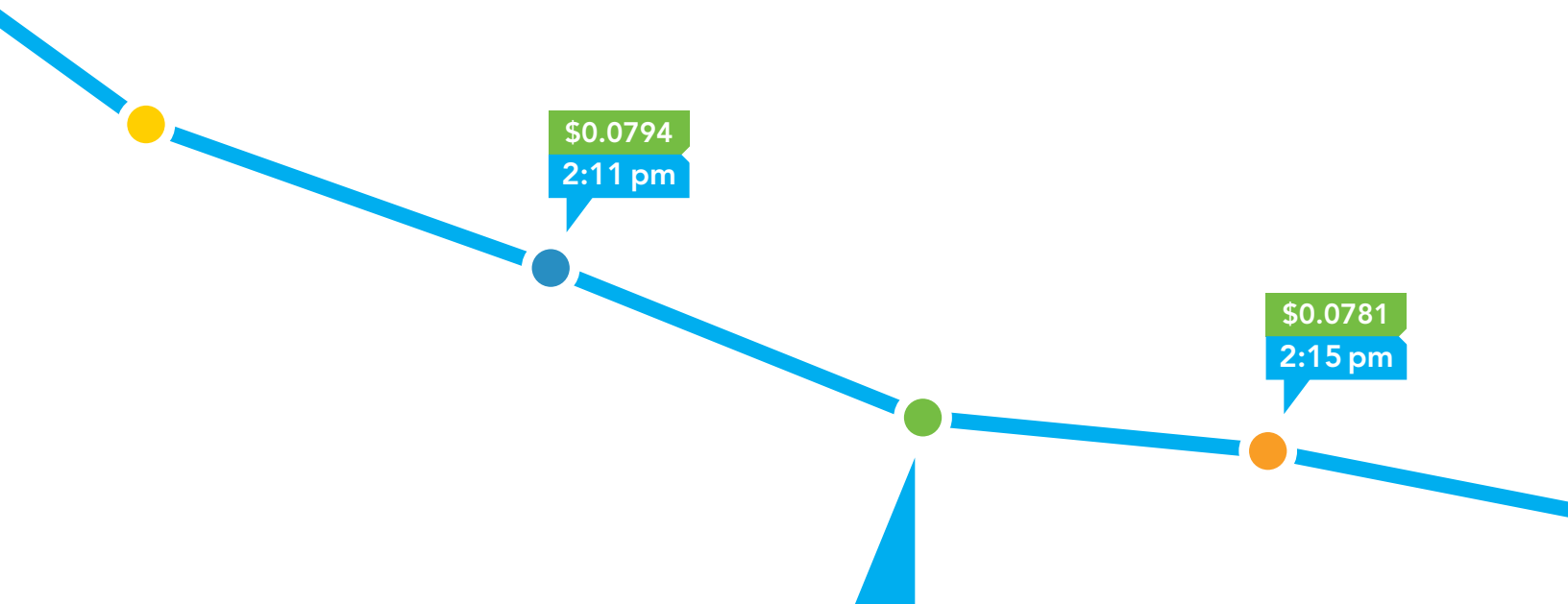
A team of EMEX Energy Analysts track market movement and Natural Gas Futures, and are constantly assessing customer-hedging strategies. By following the reports of The Henry Hub — a distribution hub on the natural gas pipeline system that was selected by the New York Mercantile Exchange (NYMEX) as the official delivery mechanism for the world's natural gas futures — our analysts are able to guide you through an easy and seamless energy procurement process. Most other online platforms or aggregations and co-ops only deliver what they think is the lowest price, and they do not offer the analytical capability to assist you in making a sound, value-based decision.

Our unique approach, combined with integrated technology and services, goes beyond the standard levels of support given within the industry. Each action is pursued in the context of its larger impact, enabling our customers to save money and manage the risk of their energy spend.

GET UNBIASED ACCESS TO ALL BPU-APPROVED ENERGY SUPPLIERS

As a decision-maker in the procurement process, you are responsible for securing the best overall value for your energy dollar. To do that, you need as many suppliers as possible competing for your business, in addition to a platform that induces the lowest rates.

With EMEX, government RFPs are sent to all BPU-approved suppliers to ensure the maximum amount of bidders, resulting in as many as 15 leading regional and national energy providers participating in the bidding war. This premier level of competition, combined with EMEX's refined risk management approach, creates procurement events where the lowest possible rate is always uncovered.



AN EMEX ENERGY ANALYST
GUIDES YOU THROUGH THE
ENTIRE PROCESS

OLD SCHOOL VALUES ON A NEXT GENERATION PLATFORM

EMEX has established itself as an industry leader through the ingenuity of its platform and aggressive energy risk management strategies.

By recognizing the importance of energy and its place in the deregulated market space, EMEX has fundamentally changed the way electricity and natural gas are bought and sold, giving its customers access to procurement options formerly only available on the wholesale market.

With EMEX's platforms and service offerings constantly growing, it has turned into the pace-setter for the industry and continues to push the market forward, ultimately providing value through ease-of-use and a competitive environment that exceeds any other energy procurement method. The only thing more important to EMEX than the success it shares in reducing energy costs for its customers is the level of accountability that backs up the entire process. From registration to auction to after the contract is signed, EMEX stands by its clients every step of the way to ensure transparency and confidence. With a brand that has become synonymous with integrity and customer satisfaction, EMEX's philosophy can be summed up in one statement: Do Right by the Customer.

"We knew we were in good hands with EMEX. During our first reverse auction, **they constantly monitored the market and worked to get us the lowest Electricity rate possible**, so when it came time to secure our next Natural Gas contract, there was no question which service we should use. The EMEX Reverse Auction continued to prove its effectiveness and uncovered the best prices in the market for our Natural Gas procurement decision."

James Meehan
Executive Director

Rahway Valley Sewerage Authority
Total Savings: \$20,095.96



"EMEX's reverse auction platform over-performed for us. The competition from suppliers was intense with savings beyond expectations."

Albert Akerman
Mayor

Lakewood Township

Total Savings: \$269,785.72



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TO EMEX THAN THE SUCCESS IT
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FOR ITS CUSTOMERS IS THE LEVEL OF
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ENTIRE PROCESS



ABOUT EMEX, LLC

EMEX, LLC is a privately-held firm specializing in energy procurement-based risk management consulting in deregulated regions of the US. EMEX's complete portfolio of services and proprietary, online platforms are entirely focused on reducing the cost of energy in real-time for business and government consumers. EMEX's mission is to put the Power to manage energy spending in the hands of its clients with smart, ground-breaking technology designed to dramatically simplify energy procurement. Core to EMEX is its Flagship Reverse Auction Platform, recognized for its Innovation and Excellence.

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