



STATE OF OHIO NATURAL GAS PURCHASING PROGRAM

The Ohio Department of Administrative Services is pleased to announce **available** natural gas contracts for eligible consumers, including consumers in the following territories:

- > Columbia Gas of Ohio (COH)
- > Dominion East Ohio Gas (DEO)
- > Dominion East Ohio Gas–West Division (DWO)
- > Duke Energy (DUKE)
- > Vectren Energy Delivery of Ohio (VEDO)

Between July 2013 and April 2017, the program delivered an average of **22% savings** off applicable utility rates, while program participants have **over \$40 million since 2004**. Program administrators for the State of Ohio Natural Gas Program identify the most beneficial utility delivery rate code for each participant, then combine the natural gas usage from many State facilities to increase its buying power. Program administrators also contact participants during the year to identify each participant’s savings in the program.

In addition to savings on natural gas, other program highlights include:

- > Skilled professionals to answer energy questions
- > Detailed information on historic savings and projected cost
- > Electronic bill payment to reduce paperwork and utility late fees, and store usage and spending reports (if selected)

Please see examples of State pricing at right.

Choice (Sites using less than 60,000/ccf annually)					
Columbia Gas of Ohio ("COH")					
Compare the Difference Per CCF!					
Mo/Yr	COH Standard Choice Offer ("SCO") w/ GRT	State Rate	Savings	Pct. of Savings	
Apr-16	\$ 0.336	\$ 0.250	\$ 0.086	26%	
May-16	\$ 0.345	\$ 0.260	\$ 0.086	25%	
Jun-16	\$ 0.342	\$ 0.256	\$ 0.086	25%	
Jul-16	\$ 0.439	\$ 0.353	\$ 0.086	20%	
Aug-16	\$ 0.414	\$ 0.328	\$ 0.086	21%	
Sep-16	\$ 0.433	\$ 0.347	\$ 0.086	20%	
Oct-16	\$ 0.443	\$ 0.357	\$ 0.086	19%	
Nov-16	\$ 0.424	\$ 0.386	\$ 0.037	9%	
Dec-16	\$ 0.471	\$ 0.434	\$ 0.037	8%	
Jan-17	\$ 0.542	\$ 0.505	\$ 0.037	7%	
Feb-17	\$ 0.487	\$ 0.450	\$ 0.037	8%	
Mar-17	\$ 0.410	\$ 0.372	\$ 0.037	9%	
Average:	\$ 0.369	\$ 0.295	\$ 0.074	16%	

Choice (Smaller consuming sites)					
Dominion East Ohio Gas ("DEO")					
Compare the Difference Per MCF!					
Mo/Yr	Average Supplier Monthly Variable Rate ("MVR")	State Rate	Savings	Pct. of Savings	
Apr-16	\$ 4.354	\$ 1.622	\$ 2.732	63%	
May-16	\$ 4.320	\$ 1.715	\$ 2.605	60%	
Jun-16	\$ 4.592	\$ 1.682	\$ 2.910	63%	
Jul-16	\$ 4.643	\$ 2.651	\$ 1.992	43%	
Aug-16	\$ 4.595	\$ 2.402	\$ 2.193	48%	
Sep-16	\$ 4.599	\$ 2.586	\$ 2.014	44%	
Oct-16	\$ 4.492	\$ 2.686	\$ 1.806	40%	
Nov-16	\$ 4.489	\$ 2.829	\$ 1.659	37%	
Dec-16	\$ 4.893	\$ 3.304	\$ 1.588	32%	
Jan-17	\$ 5.141	\$ 4.013	\$ 1.128	22%	
Feb-17	\$ 5.168	\$ 3.466	\$ 1.703	33%	
Mar-17	\$ 4.973	\$ 2.690	\$ 2.282	46%	
Average:	\$ 4.481	\$ 2.065	\$ 2.416	44%	

Choice (Smaller consuming sites)					
Dominion East Ohio Gas - West Division ("DWO")					
Compare the Difference Per MCF!					
Mo/Yr	Average Supplier Monthly Variable Rate ("MVR")	State Rate	Savings	Pct. of Savings	
Apr-16	\$ 4.354	\$ 2.057	\$ 2.297	53%	
May-16	\$ 4.320	\$ 2.150	\$ 2.170	50%	
Jun-16	\$ 4.592	\$ 2.117	\$ 2.475	54%	
Jul-16	\$ 4.643	\$ 3.086	\$ 1.557	34%	
Aug-16	\$ 4.595	\$ 2.837	\$ 1.758	38%	
Sep-16	\$ 4.599	\$ 3.021	\$ 1.579	34%	
Oct-16	\$ 4.492	\$ 3.121	\$ 1.371	31%	
Nov-16	\$ 4.489	\$ 4.005	\$ 0.483	11%	
Dec-16	\$ 4.893	\$ 4.480	\$ 0.412	8%	
Jan-17	\$ 5.141	\$ 5.189	\$ (0.048)	-1%	
Feb-17	\$ 5.168	\$ 4.642	\$ 0.527	10%	
Mar-17	\$ 4.973	\$ 3.866	\$ 1.106	22%	
Average:	\$ 4.481	\$ 2.500	\$ 1.981	29%	

Choice (Sites using less than 150,000/ccf annually)					
Duke Energy ("Duke")					
Compare the Difference Per CCF!					
Mo/Yr	Duke Gas Cost Recovery Rate ("GCR")	State Rate	Savings	Pct. of Savings	
Apr-16	\$ 0.323	\$ 0.275	\$ 0.049	15%	
May-16	\$ 0.356	\$ 0.284	\$ 0.072	20%	
Jun-16	\$ 0.388	\$ 0.281	\$ 0.107	28%	
Jul-16	\$ 0.421	\$ 0.378	\$ 0.043	10%	
Aug-16	\$ 0.481	\$ 0.353	\$ 0.128	27%	
Sep-16	\$ 0.497	\$ 0.371	\$ 0.125	25%	
Oct-16	\$ 0.506	\$ 0.381	\$ 0.124	25%	
Nov-16	\$ 0.478	\$ 0.420	\$ 0.058	12%	
Dec-16	\$ 0.492	\$ 0.467	\$ 0.025	5%	
Jan-17	\$ 0.525	\$ 0.538	\$ (0.013)	-2%	
Feb-17	\$ 0.502	\$ 0.483	\$ 0.019	4%	
Mar-17	\$ 0.530	\$ 0.406	\$ 0.124	23%	
Average:	\$ 0.428	\$ 0.319	\$ 0.109	16%	

Choice (Sites using less than 150,000/ccf annually)					
Vectren Energy Delivery of Ohio ("VEDO")					
Compare the Difference Per CCF!					
Mo/Yr	Vectren Standard Choice Offer ("SCO") w/ GRT	State Rate	Savings	Pct. of Savings	
Apr-16	\$ 0.313	\$ 0.284	\$ 0.029	9%	
May-16	\$ 0.322	\$ 0.293	\$ 0.029	9%	
Jun-16	\$ 0.319	\$ 0.290	\$ 0.029	9%	
Jul-16	\$ 0.416	\$ 0.387	\$ 0.029	7%	
Aug-16	\$ 0.391	\$ 0.362	\$ 0.029	7%	
Sep-16	\$ 0.410	\$ 0.380	\$ 0.029	7%	
Oct-16	\$ 0.420	\$ 0.390	\$ 0.029	7%	
Nov-16	\$ 0.401	\$ 0.391	\$ 0.010	2%	
Dec-16	\$ 0.448	\$ 0.438	\$ 0.010	2%	
Jan-17	\$ 0.519	\$ 0.509	\$ 0.010	2%	
Feb-17	\$ 0.464	\$ 0.454	\$ 0.010	2%	
Mar-17	\$ 0.387	\$ 0.377	\$ 0.010	3%	
Average:	\$ 0.353	\$ 0.328	\$ 0.025	6%	



STATE OF OHIO NATURAL GAS PURCHASING PROGRAM

Who is eligible to join:

- > State Agencies
- > Boards and Commissions

Registered participants in the State's Cooperative Purchasing Program, including:

- > Counties
- > Townships
- > Cities
- > Municipal Corporations
- > Regional Transit Authorities
- > Regional Airport Authorities
- > Metro Housing Authorities
- > Port Authorities
- > County/Metropolitan Park Districts
- > Conservancy Districts
- > Public Libraries
- > School Districts

Others who may be eligible based on their procurement authority include:

- > State Universities
- > State Vocational Schools
- > State Community Colleges
- > Other Institutions of Higher Education who have COH, DEO, DWO or VEDO as their local utility.

To join the state's cooperative program, please visit www.das.ohio.gov/cooperativepurchasing.

To enroll in the natural gas purchasing program, fax, email or mail the following items to the contact listed below:

1. Enrollment Inquiry form (enclosed)
2. Memorandum of Understanding (MOU) (enclosed)
3. A copy of a recent utility bill (all pages) for each site you would like to include
4. Signed Sales and Use Tax Blanket Exemption Certificate

US Mail

State of Ohio Gas Program Administrator
c/o Sheri Mulliniks
Summit Energy Services (a division of Schneider Electric)
10350 Ormsby Park Place, Suite 400
Louisville, KY 40223

Email

Sheri.Mulliniks@ems.schneider-electric.com

Fax

502-753-2258



QUESTIONS AND ANSWERS

WHY IS THERE A GAS PURCHASING PROGRAM?

Deregulation in Ohio allows the State to purchase a large quantity of natural gas below the standard utility rate by accepting competitive bids from natural gas suppliers. The state then establishes a discounted rate below the utility's standard rate for program members. The state also delivers additional savings and convenience by streamlining the payment process and eliminating late fees on gas bills.

WHAT RESULTS CAN WE EXPECT?

Between July 2012 and April 2015, the program delivered an average of **15% savings** off applicable utility rates.

ARE THERE ANY RESTRICTIONS ON JOINING?

Physical site locations must be within the utility territories of Columbia Gas of Ohio, Dominion East Ohio Gas, Duke Energy or Vectren Energy Delivery of Ohio. Natural gas accounts must be paid current with utility, and any current contracts with gas suppliers must expire before joining the State's program.

IS THERE A FEE TO JOIN THE PROGRAM?

No, there is no out-of-pocket fee to join the program. However, a minimal administrative fee is debited from the savings generated. Please note that the stated savings is net of these fees.

WILL THE GAS UTILITY STILL BE INVOLVED?

The local gas utility will continue to transport the gas through its pipelines to your facility and will provide customer service in the event of an emergency.

WHAT CHANGES WILL THIS HAVE ON THE OPERATION OF MY FACILITY?

Very few. Once enrolled, you will notice the name of the State selected supplier appear on your monthly utility invoice.

WHY USE THE ELECTRONIC BILL PAYMENT SYSTEM?

The State of Ohio Department of Administrative Services quantify savings of approximately \$40 per invoice processed via Electronic Data Interface (EDI) versus traditional paper processing. With EDI, bills are received into a central agent where data is entered into the system, bills are validated and a check is issued to vendor for payment thereby eliminating late fees. A funding request e-mail is then sent to your accounting department to prompt an EDI or ACH/wire transfer for reimbursement of pre-payment. You will receive web access to view natural gas invoices online. Additionally, you will be able to quickly and easily create usage and spending reports based on the data entered.

HOW DO I ENROLL?

Complete the attached Enrollment Inquiry form and Memorandum of Understanding (MOU) included with this packet. Please use the EDI MOU if you wish to process bills electronically or the non-EDI MOU if you would like to continue receiving paper invoices by mail. Provide a complete natural gas bill copy for each account you want to add and a signed Blanket Exemption of Certificate. These items can be faxed to **330-247-5216** for enrollment.

ADDITIONAL QUESTIONS?

Please contact:

Sheri Mulliniks
Summit Energy Services
(a division of Schneider Electric)
502-614-2369

Sheri.Mulliniks@ems.schneider-electric.com

Rosemary Reid
State of Ohio
Department of Procurement Services, State Purchasing
1-614-644-9857

rosemary.reid@das.ohio.gov

About the Program

Leadership at The E Group's parent company, FirstEnergy Solutions, recently made the decision to focus on the company's core business of selling electricity. As a result, The E Group transitioned its natural gas consulting clients to Summit Energy (now part of Schneider Electric), including the State of Ohio's Natural Gas Aggregation Program. The E Group had managed the program since 2003.

Schneider Electric is a global specialist in energy management with 38 international offices and operations in more than 100 countries. Having acquired Summit Energy in 2011 – market experts in the procurement of natural gas and electricity, Schneider Electric now boasts more than \$30 billion in energy spend under management. Summit joined Schneider Electric's Energy & Sustainability Services division, a team comprised of 1,250 dedicated employees servicing more than 4,500 global clients representing 300,000 sites.

State of Ohio Natural Gas Program participants have enjoyed savings **totaling over \$37 million since 2004!** During the current fiscal year, the average program savings have been **15% off applicable utility rates** – even more for heavier-consumption participants.

For more information, contact:

State of Ohio Gas Program Administrator
Summit Energy Services (a division of Schneider Electric)
10350 Ormsby Park Place, Suite 400
Louisville, KY 40223
Sheri Mulliniks: 502-614-2369

For more information, contact:

Department of Procurement Services, State Purchasing
4200 Surface Road
Columbus, OH 43228-1395
Rosemary Reid: 1-614-644-9857



John Kasich, Governor
Robert Blair, Director
Ohio Department of Administrative Services

State of Ohio Natural Gas Program Enrollment Inquiry		
Organization Name:		Federal Tax ID #:
Cooperative Membership Number (if coop):		
Local Gas Company:		Number of Accts:
Can your facility perform electronic bill payment functions?		Yes No Unsure
Billing Address:		
Primary Address:		
Primary Contact:		Contact Title:
Phone:	Fax:	E-Mail:
Accounting Contact:		
Phone:	Fax:	E-Mail:

- > Please provide one full copy of a recent utility invoice for each account you wish to add to the program.
- > Please include a completed, signed Blanket Sales and Use Tax Blanket Exemption Certificate if your site is tax exempt along with a signed Memorandum of Understanding (MOU) to enroll.

FAX TO: 502-753-2248
EMAIL: Sheri.Mulliniks@ems.schneider-electric.com
MAILTO: State of Ohio Gas Program Administrator
c/o Sheri Mulliniks
Summit Energy Services (a division of Schneider Electric)
10350 Ormsby Park Place, Suite 400
Louisville, KY 40223



Memorandum of Understanding

Customer Choice Program for EDI Customers

This Memorandum of Understanding (MOU) is between the Ohio Department of Administrative Services, General Services Division, Office of Procurement Services ("DAS") and _____ ("Customer").

DAS has contracted with Summit Energy Services (SES), a division of Schneider Electric, to act as the administrator of the State's Natural Gas Purchasing Program ("Program"). DAS, through SES, agrees to:

- contract for the purchase of natural gas at the best available price for the Customer's accounts;
- invoice the Customer for natural gas on a monthly basis.
- provide an annual report to the Customer at the end of each supply term.

The Customer will receive a funding request from SES under this program. The SES funding request will include all costs, including gas supply, delivery, and any administrative fees. The Customer agrees to:

- authorize the release of utility history information to SES, DAS or DAS selected Supplier;
- attach to this MOU the completed "Enrollment Inquiry Form", a full invoice copy for each account to be enrolled and if tax exempt, a completed Blanket Exemption Certificate;
- process monthly payments via Electronic Data Interchange (EDI) or wire transfer to a designated lockbox address;
- provide funding by the due date or pay interest in accordance with Revised Code Section 126.30 on any unpaid portion of the funding request.

For those paying through EDI, the Customer will be billed by SES. For EDI, the Customer agrees to make payment within fifteen (15) days from the receipt of a proper invoice, or pay interest in accordance with Revised Code Section 126.30 on any unpaid portion of the bill. Both DAS and the utility reserve the right to remove a Customer from the Choice Program for late payment, at their discretion.

It is understood that enrollment is subject to the discretion of DAS and acceptance from Customer's natural gas utility. Accounts may not be removed from the Program unless the Customer is no longer responsible for gas bills at a particular site. If the Customer wishes to remove an account from the Program, the Customer must provide thirty (30) days written notice to DAS. If an account is removed for any reason other than an account moving or closing, the natural gas utility may impose a switching fee and the supplier may impose an early termination fee.

The term of this MOU is one year. If the term of this MOU crosses the state operating biennium, it will expire at the close of the biennium. DAS may, however, renew the MOU in the new biennium by written notice to the Customer for the remainder of the one year term. This MOU will renew automatically at the end of each term, unless the Customer provides notice to terminate to DAS within thirty (30) days prior to the end of the term.

This MOU shall be in effect upon signature of both parties.

Customer Entity Name (please print)

Authorized Name (if second signature is required)

Primary Entity Address (street, city, zip code)

Authorized Signature (if second signature is required)

Authorized Contact Name (please print)

Date

Authorized Contact Information (phone, e-mail)

Authorized Contact Signature

Date

Ohio Department of Administrative Services

Signature

Date

Please return MOU to:

DAS - Procurement Services, Attn: Rosemary Reid, 4200 Surface Rd., Columbus, OH 43228-1395

Fax: 1-614-485-1056

Phone: 1-614-644-9857

E-mail: rosemary.reid@das.ohio.gov

Memorandum of Understanding

Customer Choice Program for Non-EDI Customers

This Memorandum of Understanding (MOU) is between the Ohio Department of Administrative Services, General Services Division, Office of Procurement Services ("DAS") and _____ ("Customer").

DAS has contracted with Summit Energy Services (SES), a division of Schneider Electric, to act as the administrator of the State's Natural Gas Purchasing Program ("Program"). DAS, through SES, agrees to:

- contract for the purchase of natural gas at the best available price for the Customer's accounts;
- provide an annual report to the Customer at the end of each supply term;

For those Customers paying through a paper-based process, the Customer will continue to be billed by the utility under this program. The customer will not receive a bill from DAS or SES. The utility bill will include all costs, including gas supply, transportation, and any administrative fees. The Customer agrees to:

- authorize the release of utility history information to SES, DAS or DAS selected natural gas Supplier;
- attach to this MOU the completed "Enrollment Inquiry Form", a full invoice copy for each account to be enrolled and if tax exempt, a completed Blanket Exemption Certificate;
- pay utility bills by the due date listed on the bills.

It is understood that enrollment is subject to the discretion of DAS and acceptance from Customer's natural gas utility. Accounts may not be removed from the Program unless the Customer is no longer responsible for gas bills at a particular site. If the Customer wishes to remove an account from the Program, the Customer must provide thirty (30) days written notice to DAS. If an account is removed for any reason other than an account moving or closing, the natural gas utility may impose a switching fee and the supplier may impose an early termination fee.

The term of this MOU is one year. If the term of this MOU crosses the state operating biennium, it will expire at the close of the biennium. DAS may, however, renew the MOU in the new biennium by written notice to the Customer for the remainder of the one year term. This MOU will renew automatically at the end of each term, unless the Customer provides notice to terminate to DAS within thirty (30) days prior to the end of the term.

This MOU shall be in effect upon signature of both parties.

Customer Entity Name (please print)

Authorized Name (if second signature is required)

Primary Entity Address (street, city, zip code)

Customer Signature (if second signature is required)

Authorized Contact Name (please print)

Date

Authorized Contact Information (phone, e-mail)

Authorized Contact Signature

Date

Ohio Department of Administrative Services

Signature

Date

Please return MOU to:

DAS - Procurement Services, Attn: Rosemary Reid, 4200 Surface Rd., Columbus, OH 43228-1395

Fax: 1-614-485-1056

Phone: 1-614-644-9857

E-mail: rosemary.reid@das.ohio.gov