

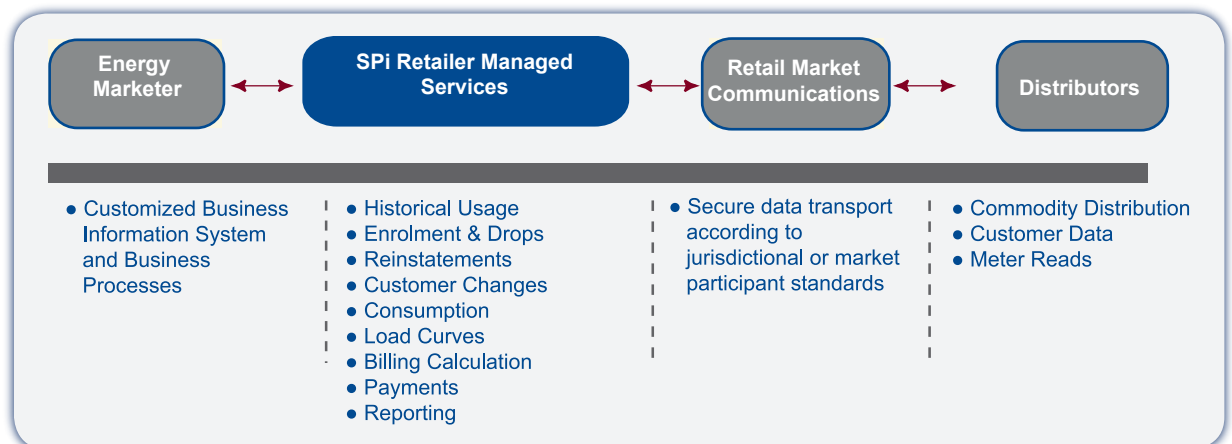
## Retailer Managed Services

Energy marketers operating in US gas and electricity markets have complex business requirements placed upon them in various different market jurisdictions, including adherence to market standards for transaction and business processes, compliance with communication requirements and the demands of other technologies in use.

These requirements involve handling customer enrolments, drops, moves, billing and payments. Marketers must implement and operate a billing and transaction processing system, customized to their particular market as well as their own internal business processes (e.g. IT interfaces, customer contracts, etc.). This system must communicate with local distribution utilities.

The SPi Group Inc. (SPi) is currently operational in New York and through adherence to widely deployed standards, will be providing services and solutions in the near term in other states that are either deregulated or are in the process of deregulating.

## How it Works



## The Value Proposition

The SPi Group Inc.'s (SPi) retailer managed services enable retailers to quickly enter an electricity or gas market. By choosing SPi's retailer managed services, our clients can maintain their current systems and business processes, and reduce overall cost to market. With SPi managing the back-office for billing, our clients can focus on winning customers and growing their core business.

# Retailer Managed Services

## Service Benefits

- Leveraging your current systems and business processes.
- Leveraging SPi's professional services for expert consultation on the requirements for marketers to become operational.
- Reducing costs for SPi services with volume and multi-market pricing.
- Leveraging SPi's operational expertise regarding electricity and gas commodities from other markets.

## About SPi

The SPi Group Inc. is a Toronto-based provider of products and services primarily to the utility and energy industry. SPi's technology portfolio includes secure, reliable and auditable data transport solutions, and a variety of billing and settlement solutions, based on portable, open standards. SPi's team of highly skilled IT and energy industry professionals developed these technologies that operate mission-critical business processes for over 70 public and private sector clients.

## Our Products and Services

### Products

- Electricity and Gas Market Connector Products

### Services

- Billing and Settlement Solutions
- Transaction Management Services
- Retailer Managed Services
- Consulting and Software Development
- Technology Licensing
- Project Management Services and Support

## Testimonials

"Working with SPi's professionals, we found them to be knowledgeable, dedicated and thorough. Their expertise in energy markets and systems was instrumental in allowing us to quickly accomplish our goals. SPi takes a cooperative approach and their professionals consider themselves stakeholders and partners in our success."

**Nino Silvestri**  
**Chief Operating Officer**  
**Universal Energy Corporation**

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