

Questions and Answers

WHY IS THERE A GAS PURCHASING PROGRAM?

- Deregulation allows the State to purchase natural gas in quantity. The State saves money by bidding for the best price, streamlining the payment process, and eliminating late fees on gas bills.

WHAT RESULTS CAN WE EXPECT?

- Eligible Facilities may save 4-30% off current utility rates. The State Program participants have generated over \$29.5 million dollars in savings from May 2003 — June 2009!

ARE THERE ANY RESTRICTIONS ON JOINING?

- The program is available to Ohio's five major service areas, including: Columbia Gas, Dominion East Ohio Gas, Dominion West Ohio Gas, Duke Energy and Vectren Energy Delivery of Ohio.
- Any current contracts with gas suppliers must expire before joining the State's program.
- It is preferable that all larger consuming "Transport" accounts have the ability to transfer funds via Electronic Data Interchange (EDI) or Automatic Clearing House (ACH).

IS THERE A FEE TO JOIN THE PROGRAM?

- No, there is no fee to join the program. However, there is a minimal administrative fee that is paid for out of the savings. There is a State fee of 0.5% of the invoiced dollar amount. 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.

Questions and Answers

HOW MANY ACCOUNTS ARE IN THE PROGRAM, AND WHAT IS THE TOTAL GAS SPEND?

- As of the end of Fiscal Year 2009, there are nearly 1,400 gas accounts in the program.
- The total gas spend in the program during Fiscal Year 2009 was over \$49 million!

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

- For smaller consuming accounts, you will notice the name of the State selected Supplier appear on your monthly utility invoice.
- For those accounts new to the larger consuming Transport rate, you will receive two invoices or funding requests per month (one Utility invoice/funding request and one Supply invoice/funding request).
- It is preferable to have the larger transport accounts invoiced electronically.

WHY USE THE ELECTRONIC BILL PAYMENT SYSTEM?

- The State of Ohio Department of Administrative Services quantify savings of at least \$40 per invoice which is processed via EDI versus paper processing.
- Bills are received at central agent where data is keyed, bills are validated and a check is issued to vendor for payment; 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 on-line. Additionally, you will be able to easily and quickly create various usage and spending reports based on the data keyed.



STATE OF OHIO NATURAL GAS PURCHASING PROGRAM



A procurement initiative that takes advantage of the buying power of many State facilities in order to save money on gas bills.



State Program Participants have saved a total of over \$29.5 Million from Fiscal Years 2004 through 2009, an average of 11% off applicable utility rates!!!

Below is more information about how you can start saving today!

The State of Ohio Natural Gas Program:

- ◇ Determines what utility rate code from which you would benefit most;
- ◇ Combines your usage with that of many State facilities to increase buying power;
- ◇ Buys natural gas in quantity for all facilities;
- ◇ Contacts made yearly to identify your savings in the program.

Benefits:

- ◇ Your site(s) could save 4-30% on the commodity portion of gas bills compared to the best utility rates.
- ◇ Trained, skilled professionals are available to answer any questions you may have.
- ◇ If selected, the electronic bill payment system reduces paperwork, utility late fees, and stores data to allow for usage or spending reports when you need them.

Customers who are eligible include:

- ◇ State Agencies, boards and commissions.
- ◇ Registered participants in the State's Co-operative 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
- ◇ For more information on becoming a Co-operative member, please visit:

www.das.ohio.gov/gsd/procurement/coop/ods.htm

To Enroll:

- ◇ Complete the Enrollment Inquiry Form.
- ◇ Include a full recent utility bill copy for each site you would like to include.
- ◇ If tax exempt, include a signed Blanket Certificate of Exemption.
- ◇ Include a signed Memorandum of Understanding (MOU).
- ◇ Fax items above to: 330.761.7286 or Email: milesd@e-grp.com or Mail:
 - State of Ohio Gas
 - Program Administrator
 - FirstEnergy Solutions
 - The E Group
 - 341 White Pond Drive WAC-B3
 - Akron, OH 44320

Questions?

Contact First Energy Solutions —
The E Group
341 White Pond Drive WAC B-3
Akron, OH 44320
Dave Miles: 330.315.6989
Stephanie Everhart: 330.315.7282



Ted Strickland, Governor
Hugh Quill, Director



About the Program

The State of Ohio Natural Gas Program has been administered since May 2003 by FirstEnergy Solutions, dba The E Group, under contract with the Ohio Department of Administrative Services, General Services Division, Office of Procurement Services.

For more information, contact:

FirstEnergy Solutions – The E Group
341 White Pond Dr, A-WAC-B3
Akron, OH 44320
Dave Miles: 330-315-6989
Stephanie Everhart: 330-315-7282

The State of Ohio Natural Gas Program participants have enjoyed savings totaling over \$29.5 Million from Fiscal Years 2004 through 2009.....an average of 11% off applicable utility rates!!!

For more information, contact:

Office of Procurement Services
4200 Surface Road
Columbus, OH 43228-1395
Nikki Erb: 614-466-3461



Ted Strickland, Governor
Hugh Quill, 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: _____

Service 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 Exemption of Certificate if your site is tax exempt along with a signed Memorandum of Understanding (MOU) to enroll.

FAX TO: 330-761-7286 or
MAIL TO: Program Administrator
FirstEnergy Solutions – The E Group
341 White Pond Dr.
A-WAC-B3
Akron, OH 44320

