How an Energy Broker Can Help Businesses Compare Electricity Suppliers

compares competitive electricity suppliers and plans based on your business's actual energy usage, contract requirements, and long-term goals to help you make an informed energy purchasing decision without the hassle of contacting multiple suppliers yourself.

Choosing a commercial electricity supplier can be complicated. An energy broker can help businesses evaluate suppliers, pricing structures, contract terms, and potential savings.

Compare Multiple Suppliers

Instead of contacting suppliers individually, an energy broker can obtain competitive offers from multiple Retail Electric Providers (REPs).

This allows a business to compare:

- Fixed-rate plans
- Variable-rate plans
- Indexed pricing
- Contract lengths
- Energy charges
- TDU delivery charges
- Monthly fees
- Bill credits
- Early termination fees

Analyze Your Current Electricity Bill

A broker can review your historical electricity bills and identify:

- Average monthly kWh usage
- Seasonal usage patterns

- Peak demand
- Current effective rate
- Contract expiration date
- Current fees and charges
- Potential billing issues

This helps ensure that competing offers are compared using the business's actual usage, rather than a generic advertised rate.

Compare the Total Cost – not Just the Rate. A lower advertised rate doesn't always mean a lower electricity bill. The broker's job is to evaluate the overall economics of each offer.

Help Choose the Right Contract

Different businesses have different risk tolerances.

<u>Fixed-rate contract</u>

- Greater price predictability
- Easier budgeting
- Protection from many market price increases

<u>Variable/indexed contract</u>

- More flexibility
- Potential benefit from lower market prices
- Greater exposure to market fluctuations

An energy broker can explain the differences so the business can choose a structure appropriate for its situation.

Negotiate Better Terms

For larger commercial accounts, an experienced broker may be able to negotiate pricing and contract terms with suppliers.

Potential areas include:

- Energy price
- Contract duration
- Fees

- Credit requirements
- Early termination provisions
- Renewal terms
- Other commercial contract conditions

Monitor Contract Expiration

One of the biggest mistakes businesses make is waiting until the last minute to renew.

A broker can track the contract expiration date and begin the comparison process early, giving the business time to evaluate the market rather than accepting whatever renewal offer arrives.

Provide Ongoing Support

The relationship doesn't necessarily end when the new contract is signed.

A broker can continue to help with:

- Renewal reminders
- Market monitoring
- Bill questions
- Supplier communications
- Usage analysis
- Future contract comparisons

Why Work with an Energy Broker?

A good energy broker acts as an independent purchasing resource for the business.

- Compare electricity rates
- Overall value for our specific electricity usage
- 12 months of bills → Usage analysis → Supplier comparison → Contract negotiation → Select plan → Ongoing monitoring