



MARGIN & DEAL VALUE

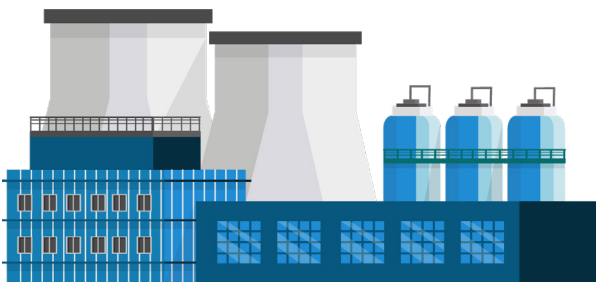
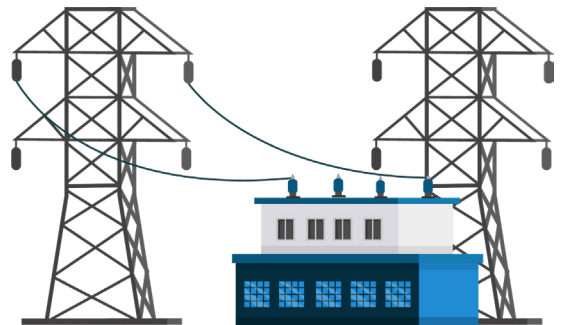
OUR GOAL IS TO MAKE THE ENERGY SALES PROCESS AS EASY AS POSSIBLE FOR YOU!



POWER

Margin is added in mils (tenth of a cent) or dollars, depending on unit of measure.

\$.003 per kWh, or \$3 per MWh



GAS

Margin is added in cents or dollars, depending on unit of measure.

\$.03 per Therm, or \$.30 per Dth

DEAL VALUE

Total Deal Value is calculated by multiplying the margin by the customer's annual usage, the term length of the agreement in years, and your split with BOX.

80,000 kWh annual usage * 36-month contract * \$.005 margin * 70% split = \$840 Deal Value