

Win more deals—faster—by offering customers convenient on-bill payment and an attractive OpEx purchase option



A simpler way to sell energy solutions

EnPowered Payments allows energy service companies (ESCOs) and other energy solution providers to align their selling model with the way customers want to buy.

Offer convenient on-bill payment

Bundle charges, rebates, and operational savings for projects, products, and services directly on customers' existing electricity bills—so they can see their energy costs and the savings returned by their energy management investments in one place.

Simplify CapEx management

Payments makes it easy to transform the capital expenses (CapEx) associated with energy projects into operating expenses (OpEx)—so customers can get started on essential initiatives right away!



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Questions? See reverse to contact

Billing Summary

Delivery Charges	\$2,904.91
Energy Charges	\$18,904.60
ABC Partner Charges	\$9,904.28
Regulatory Charges	\$1,976.11
Total Electricity Charges:	\$33,689.90
Taxes	\$4,379.69
Total New Charges:	\$38,069.59
Total Charges:	\$38,069.59

Benefits for you

Energy solution providers enjoy:

- **Competitive advantages:** Offering an on-bill, OpEx purchase option for your solutions helps you to stand out in a competitive market
- **Smoother sales cycle:** The OpEx purchase option avoids the budget cycles and long approvals that sometimes slow down capital-intensive projects, while the increased transparency of on-bill payment enhances trust and decreases perceived risk
- **Simplified operations:** Leveraging the existing billing relationship between your customers and their electricity providers decreases your administrative burdens

Benefits for your customers

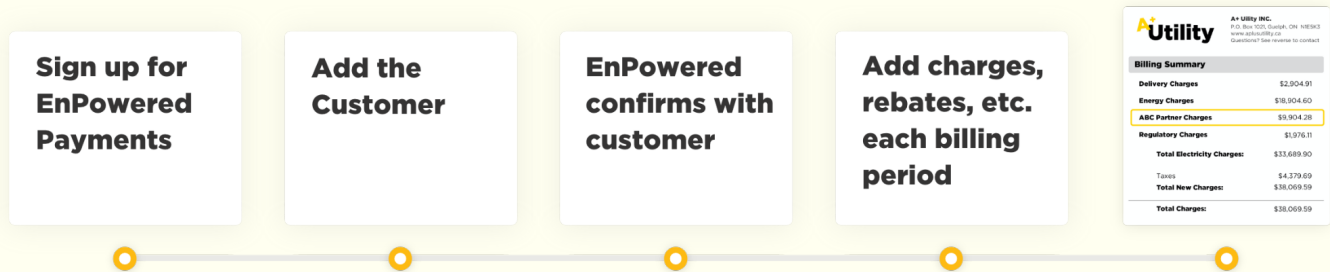
Coupling an OpEx purchase model with on-bill payment allows your customers to:

- **Get started on essential projects today,** without waiting for capital to become available
- **Better understand their energy costs,** because more energy-related charges and rebates are in the same place (i.e., their electricity bill)
- **Streamline their financial operations** by reconciling the value (savings and costs) of their energy projects in the same place

How Payments works

EnPowered Payments leverages the combination of our technical and market expertise, plus our position as a licensed energy company, to provide economic infrastructure that connects energy solution providers, buyers of those solutions, and utilities.

With consent from your customer, you can use our Payments Platform to bundle charges (e.g., rebates, savings calculations, etc.) on the customer's electricity bill, alongside their normal charges—providing them with a convenient, holistic view of their energy consumption and costs.



Signing up for EnPowered Payments is straightforward and makes placing charges on the customer's existing electricity bill quick and easy!

Additional benefits

A number of additional benefits combine to help you leverage on-bill payments to its fullest:

- **Coverage of all major utilities:** With Payments, you can work across markets and all major utilities. No need to create custom agreements for each utility
- **Low-cost capital:** Looking for low-cost capital? Let us introduce you to one of our approved financiers
- **From CapEx to OpEx:** Looking for the ability to finance your capital projects as operating expenses? No problem, our partners can structure your projects as auditor-approved OpEx solutions.

Market availability

Payments is available in Ontario and Ohio, with New York coming online in early 2022—expansion will be based on demand, so we encourage you to get in touch!



Questions?

Please visit our extensive [FAQ library](#).

To learn more or to get started with EnPowered Payments,

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