

RevenueManager Contract Management

Providing a competitive edge in executing structured retail pricing contracts in retail energy markets

Retail energy marketers constantly struggle to differentiate themselves for competitive advantage. Growth means finding ways to provide better customer care and value added services, deliver accurate price information across multiple sales channels to prospects and customers, hedge cumulative contracts to a block of power previously acquired at a certain price, and automatically create and store contracts while attempting to simultaneously reduce risk.

At the end of the day, customers choose the supplier with the most appealing offers. For business customers it may be price, for residential it may be green products or loyalty programs. These varied influencers have led energy retailers to create a wide variety of structured pricing products such as fixed, variable, and volume based – not unlike a commodities trader. Market prices are volatile, so retailers need to automate the pricing process and reduce the risks associated with manual calculation touch points that increase the risk that the deal is no longer profitable. All of this can create significant transaction and deal management challenges for the retailer.

Eliminate Slow, Manual Processes that Put Your Margins at Risk

RevenueManager Contract Management can eliminate the risk inherent to paper documents, spreadsheets, and slow, manual processes in creating structured retail price contracts. It manages retail deals with the speed, precision, and efficiency found in wholesale trading markets.

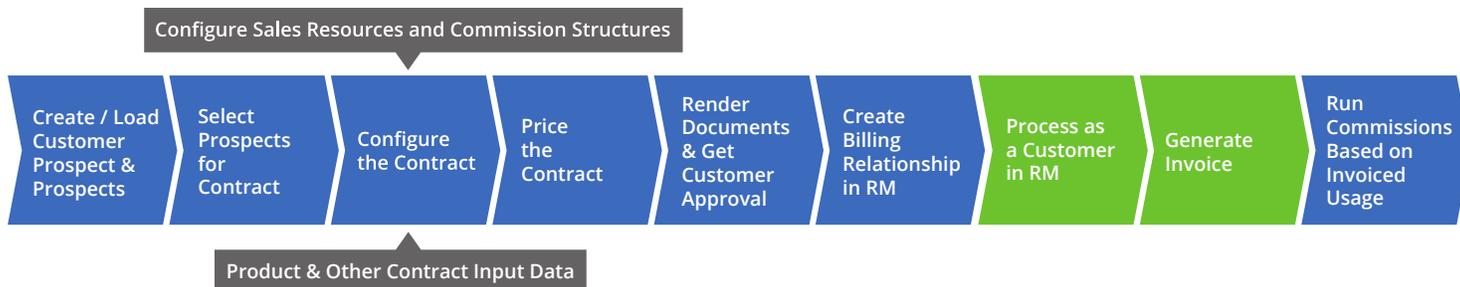
This end-to-end, real-time transaction management platform provides complete automation in the quoting, execution, confirmation and contract management of structured products for electricity, gas, and other fuels. Meter data, quotes, offers, acceptance, deal capture and reporting are all processed in real-time. End-to-end, straight-through processing minimizes manual errors, reduces time delays between offer and execution, and avoids disputes. It also offers detailed auditing of offers and contracts, management of historical usage data for use in offers and quotes, and flexible sales commission calculations.

Seamless Integration Between Pricing and Billing

RevenueManager Contract Management is designed for energy retailers that utilize market based energy pricing (simple or complex). It supports end-user customer prospecting, meter data management and quote forecasting, product management, curve building, customer pricing, document/contract creation, sales force management, and invoicing of simple and complex power and gas supply contracts. What is priced and contracted is exactly what can be billed, including the use of complex business rules. The solution provides a common algorithm storage library that can be used across pricing, customer invoicing, and meter data validation.

Modular Design Provides a Versatile End-to-End Solution

RevenueManager Contract Management is a multi-commodity solution that can be used to automate structured pricing deals for single or mixed commodities within a single contract. A single solution, with integrated modules, provides flexibility and a complete end-to-end contract management solution. A robust and flexible pricing engine provides full transaction management, rapid and flexible product configuration with reduced maintenance. Meter data validation and manipulation, contract creation and approval, sales and channel partner commission calculation and tracking, and P/L analysis capabilities by deal, sales rep, product, or region provides the additional full-spectrum functionality and versatility needed to meet the multifaceted needs of contract management.



Key Modules Include:

- **Prospect Management** manages prospect and existing customer information, service account, and meter data. Data capture includes demographics used for pricing, load data (actual and projected), and user defined data. This information guides retail offer formulation for customers and, ultimately, for enrollment and billing purposes.
- **Meter Data Repository** is a central data repository for meter reads, usage (energy, demand), and any other measure needed for actual, scheduled or deal related forecasted energy flows (gas and power) and helps formulate customer offers.
- **Curves** are repositories of any type of time-varying data, such as price curves or usage profiles. A curve can be referenced by products and thus used indirectly by the pricing function of creating offers and Contracts.
- **Product Management** provides the ability to create and maintain marketable product offerings and generate customer pricing. The cost components of a product – scripted algorithms and/or formulas operating on price curves, customer meter data, and service account details – are available as a library of functions. Multiple cost components can be selected to define a product which can also be defined to be specific to a market segment.
- **Contract Workflow** - Contract status level can be updated throughout the pricing and sales cycle, providing an effective method for tracking and providing controls over the sales process. Leveraging the status of contracts helps sales management monitor customer commitments, to keep deals from “falling through the cracks.”
- **Sales Administration** provides sales force information management capabilities, including multiple sales entities (including channel partners) to be associated with a single offer/contract, each with their unique commission calculations.

Centralized Command and Control Protects Margins and Minimizes Risk

RevenueManager Contract Management provides centralized command and control capabilities to provide the proper checks and balances and to ensure consistency in the pricing and contracting process. Controls are provided by a robust method of managing user entitlements for key business functions. RevenueManager Contract Management can:

- Centralize creation and control of pricing and products
- Ensure data integrity within pricing, billing, and by providing ability to integrate to trading systems
- Generate time sensitive price quote to safeguard against market volatility
- Enable reporting on cumulative retail sales to identify margin levels
- Replace manual processes with real-time pricing
- Work within a flexible structure that adapts to any market
- Facilitate closer coordination between risk, trading, and sales



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