

The Challenge

Capturing the *Whole* Process

How do you integrate fuel acquisition activities, mid-office analytics, marketing, operations, and financial records of energy transactions across the enterprise?

An Integrated Solution from Fuel Management to Spark Spread to Transaction Reconciliation

In a 'back-to-basics' marketplace that deals with a difficult environment due to high fuel costs, you can now have complete insight into your cross-commodity, heat-rate linked transactions, optimize your portfolio of generation assets, reduce cost, and increase revenue opportunities.

A "Source-to-Sink" Business Technology Solution is Required

Participants require one set of data and architecture within a single transaction management system, able to accurately integrate energy-related processes from:

- **Spark spread** analysis used to determine the economic margins for a power plant to run, and...
- **Market strategies** for buying, selling, and hedging all commodities in the portfolio, to...
- **Fuel procurement** activities at the source of acquisition from the mine, wellhead, and refinery, to...
- **Scheduling** of commodities, including transmission, transportation and NERC e-Tagging, and...
- **Delivery** to stockpiles at coal yards, oil tanks, and storage facilities, and...
- **Inventory management** for compliance, usage, costs, transactions, and lab testing of fuel, to...
- **Portfolio management** for visibility into all resources and obligations, to...
- **Fuel cost accounting** of the resources and commodity transactions, to...
- **Metering** from electricity generation output, through load consumption at the sink, to billing.

SoftSmiths' business technology solution provides a seamlessly integrated platform for these processes allowing enterprise wide planning, assessment, analysis and visibility to Power Marketers, Risk Managers, Fuel Specialists and Accountants. Your team can now efficiently manage the cost of producing and delivering energy services as well as satisfying regulatory requirements of reporting of fuel cost.

Operational energy risk management is incorporated into every level of a transaction, providing visibility to risk staff into all resources, obligations, market transactions, and audit records in order to accurately evaluate and report risk as defined by your risk management policies and procedures.

To facilitate enterprise-wide access to information, SoftSmiths' solution extends web-based interfaces to users outside central office locations, such as those located at fuel handling facilities and generation plants, to access information in real-time. This flexibility also provides project participants and checkout entities access to a secured view of energy transactions between themselves and your company eliminating other inefficient reporting systems and processes.

SoftSmiths' e-Cal Plus, included in the solution, offers a user-driven, flexible calculation platform, which allows personnel to apply custom calculation logic to all information captured in the system. Example calculations include transmission loss payback, unit operation contingencies, or other complex data relationship requirements using built-in logic (i.e. if-then-else, loops, etc.) and arithmetic computations on profiles (e-Merchant).

"SoftSmiths' Fuel Cost Accounting module will improve our understanding of costs, and streamline our accounting process, enabling us to better manage and track changes in the cost of fuel and purchased energy, and thereby provide for proper recovery of our fuel costs."

Jim Sadtler

Sr. V.P. Power Supply
Indianapolis Power &
Light Company



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The Solutions

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e-Merchant

The e-Merchant product suite is a collection of robust and easy-to-use interactive applications that deliver Load Serving Entities, Purchasing Selling Entities and Municipal Utilities the core capabilities to electronically create, process and manage transactions. e-Merchant seamlessly integrates Forecasting, Trading, Portfolio Assessment, Resource Management, Scheduling, Electronic Tagging, Risk Management, Accounting and Reporting to eliminate data errors, reduce settlement time and optimize our customers' positions.

- e-Generation
- Fuel Cost Accounting
- e-Cal

e-Market

SoftSmiths' e-Market enables market participants, through a single application solution, to connect and communicate transaction requests from its e-Merchant transaction management system, to any number of markets based on the standard market design model. e-Market provides the functionality for Bidding, Scheduling, Dispatch, FTR tracking and Settlement activities between the market participant and Regional Transmission Organization.

NERC 1.7 Compliant Electronic Tagging

Fully integrated with e-Merchant, allowing automatic creation of tags, the Electronic Tagging Portal Suite (ETPS) three components, e-Agent, e-Authority and e-Approval, enable load serving entities and transmission providers to create, verify, approve and manage energy delivery interchange transactions.

e-LMP

Provides market participants the ability to collect and monitor LMP values published by regional market operators and provide tools facilitating trend analysis and provide a detailed history of changes to LMP values made during the day-ahead, real-time, and settlement phases.

Contact us for more information at 713-626-9184 or at mkt@softsmiths.com.

SoftSmiths' proven solutions and in-depth knowledge of the industry's business practices allow its customers to automate manual processes, eliminate redundancies, and increase business visibility across the enterprise to allow faster decision making and more informed decisions, thereby improving profitability, operational efficiencies and cash flow.



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