

Customer Needs

Value Delivered

RISK MANAGEMENT

To quickly interpret interconnected asset-impacting regulatory, litigation and market events, and to model their impacts



CONFIDENCE

Rapid interpretation of market-moving events; improved management

- ▶ E.g. stakeholders of Mountain Valley Pipeline rely on our event interpretations and forecasts.

INTELLIGENCE | NEGOTIATING LEVERAGE

- To benchmark competitors, access contract and capacity data, find share capture opportunities, optimize firm transport
- To analyze competitors' rates and routes, anticipate shippers' needs and timing



COMPETITIVE ADVANTAGE

Better CI for more informed, proactive customer capture and service

- ▶ E.g. we provide commercial teams daily alerts of capacity releases of major networks to spot optimization and transactional opportunities.

FORCE MULTIPLIERS

To automate data workflows and engineer software integrations that eliminate low-value tasks like wrangling info from unreliable sources



PRODUCTIVITY

More time spent on analysis and collaboration increasing effectiveness and efficiency

- ▶ E.g. large pipeline customers engage our team an average of 26x per year. In addition to valuable thought partnership, they save \$696,000 in spend on other consultants and 35,000 internal work hours equating to \$2.1 million in associated compensation savings.

LOW CARBON STRATEGIES

To map renewables integration opportunities and project feasibility for hydrogen, RNG, and RSG



REVENUE

Identification and capture of new opportunities

- ▶ E.g. modeling for gas transporters when renewable MW will displace fossil fuels for power generation, including queuing and storage.