



EnergyWindow

Strategic energy sourcing and management

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Media Contact: Courtney DeWinter
DeWinter Communications, Inc.
(303) 572-8180
courtney@dewintercomm.com

or

Christa Lassen-Vogel
EnergyWindow, Inc.
Director of Marketing
(720) 890-9412
classenv@energywindow.com

EnergyWindow® Highlights Value and Role in Development of Standardized Energy Contract by the North American Energy Standards Board

Standardized energy purchasing contracts provide meaningful time and cost savings when executing fast-track natural gas and electricity contracts

BOULDER, Colo., Feb. 26, 2007 – EnergyWindow, Inc., a supplier of information technology-based tools and consulting to manage the energy supply used by businesses, today announced the ratification of a standardized retail energy contract for the purchase of natural gas and electricity, developed by the North American Energy Standards Board (NAESB), with EnergyWindow's leadership role and support for the effort.

Specifically, in May 2005, EnergyWindow submitted a request to NAESB, with the encouragement and support of Rae McQuade, NAESB's president, to develop a standardized base contract for the retail sale of electricity. In response to EnergyWindow's request and strong industry interest, NAESB formed a joint Retail Contracts Subcommittee to develop a draft of a standardized contract for the sale of electricity and natural gas. The subcommittee, which included members and contributors from among utilities, suppliers, and end users, worked for more than a year to develop the standard contract.

In November 2006, the subcommittee voted the contract out of subcommittee and to the executive committees for formal industry input and approval. NAESB membership ratified the standard contract on Jan. 7, 2007. The contract is available as a Final Action on NAESB's Web site at www.naesb.org.

"The NAESB Retail Contracts Subcommittee has provided a document that should benefit and support a growing retail energy market. The NAESB base contract for natural gas used in the wholesale natural gas purchases and sales has significant market share, and I fully expect the retail contract will soon be as successful," noted NAESB President Rae McQuade.

"The development of a standardized energy contract will be a huge help to businesses engaged in the sale and procurement of energy in competitive retail markets," explained Dr. Jack Mason, EnergyWindow's president and co-founder. "This is because many competitive energy deals have very

tight windows of opportunity in which to approve the deal. And if the deal is not executed before market conditions change, then it's off – which can cost energy buyers millions of dollars of potential energy savings, and energy suppliers millions of dollars of revenue.”

According to Mason, a standardized energy contract, with universal contract language, greatly speeds and reduces the effort associated with execution of a deal, because there are far fewer points of negotiation. Yet, the concept of a standard contract is not that every company should adopt the same contract. Rather, the availability of a customizable standard industry contract that can be used as a foundation document could reduce the amount of time and effort associated with negotiating contracts and reduce lost savings (for buyers) and lost revenue (for suppliers).

“Given the accelerating adoption of online electronic procurement of energy in competitive retail markets, the availability of this standard retail energy contract is extremely timely,” said Mason. “We have developed a prototype and tested the utilization of such a contract online. We supported this standard contract effort because we view it as an important step consistent with our corporate mission of reducing energy transaction times, costs, and risks using information technology.”

About EnergyWindow

EnergyWindow is a Boulder, Colorado-based company that offers a comprehensive suite of information technology-based tools and energy industry expertise to help businesses manage every aspect of their energy supply cycle (natural gas and electricity). EnergyWindow offers four key areas of products and services: 1) PowerQuote™ online sourcing tool for energy procurement; 2) PowerScape® real-time, online energy market knowledgebase; 3) energy management information systems that track and analyze a company's energy usage and contracts; and 4) PowerStrategy® energy management planning process and supply strategy consulting. Dr. Jack Mason, a long-time energy industry veteran, founded the company in 1999 with Dr. Mike Usrey, a veteran Internet and information technology expert. To date, the company has successfully closed approximately 9,000 transactions for energy purchases, resulting in savings of more than \$115 million on \$620 million in energy supply costs. The company can be reached at: www.energywindow.com, or (303) 444-2366.

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