

Adaptive Suite

Focus on Energy & Utilities

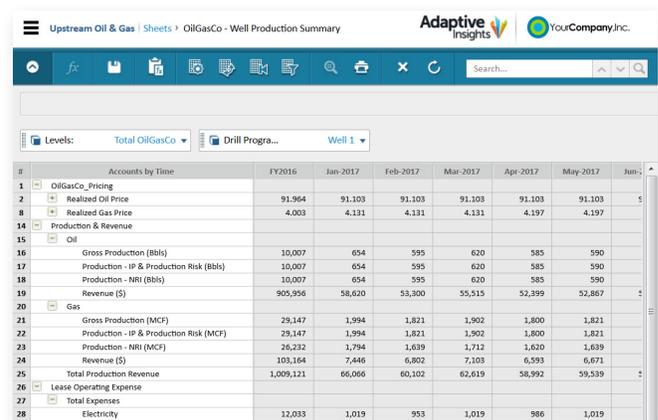
Adaptive Insights provides energy and utility companies with a performance management system that includes multidimensional, driver-based modeling capabilities and integrated P&L and cash flow planning and reporting.

Planning & Reporting Challenges

The energy and utilities industry faces myriad issues, including governmental policy shifts and new environmental regulation, fluctuating consumer demand, price volatility, emerging competitive forces, and cash flow challenges.

Energy and utility planning challenges include planning for corporate growth as customer demand changes and matching demand (e.g., kilowatt hours, gallons, cubic feet, tons), which drives revenue, with supply (e.g., leased rates, purchased or produced energy, mined coal), which drives costs. Cost planning also includes detailed projections of personnel, in multiple categories.

In this environment, energy and utility companies require a planning and reporting system that delivers accuracy, data integrity, timely access to key operating and financial metrics, and the ability to frequently reforecast and perform what-if analyses. They must be able to manage expenses and capital requirements, monitor variances, and establish management accountability. Spreadsheet-based systems are inefficient, error-prone, and fundamentally unsuited for the complex, dynamic planning and reporting required by energy and utility companies.



	FY2016	Jan-2017	Feb-2017	Mar-2017	Apr-2017	May-2017	Jun-2017
OilGasCo_Pricing							
Realized Oil Price	91.964	91.103	91.103	91.103	91.103	91.103	91.103
Realized Gas Price	4.003	4.131	4.131	4.131	4.197	4.197	
Production & Revenue							
Oil							
Gross Production (Bbls)	10,007	654	595	620	585	590	
Production - IP & Production Risk (Bbls)	10,007	654	595	620	585	590	
Production - NRI (Bbls)	10,007	654	595	620	585	590	
Revenue (\$)	905,956	58,620	53,300	55,515	52,399	52,867	
Gas							
Gross Production (MCF)	29,147	1,994	1,821	1,902	1,800	1,821	
Production - IP & Production Risk (MCF)	29,147	1,994	1,821	1,902	1,800	1,821	
Production - NRI (MCF)	26,232	1,794	1,639	1,712	1,620	1,639	
Revenue (\$)	101,164	7,446	6,802	7,103	6,593	6,671	
Total Production Revenue	1,009,121	66,066	60,102	62,619	58,992	59,539	
Lease Operating Expense							
Total Expenses							
Electricity	12,033	1,019	953	1,019	986	1,019	

Energy and Utilities Planning Sheet Example

The Adaptive Insights Solution

Adaptive Insights has been successful in helping energy and utility companies streamline their planning and analysis, allowing them to:

- Use driver-based planning for sales, with units such as kilowatt hours, gallons, cubic feet, or tons of coal, and pricing that can vary across customers or geography, or even within large customers by contract
- Use driver-based planning for costs, including such variables as leased rates and purchased or produced energy
- Plan multiple categories of employee expenses, such as direct and indirect labor, union and non-union pay grades, and plan for multiple shifts, turnover, and workforce redundancy
- Plan variable and fixed costs, with variable costs tied to cost units and direct labor, and fixed overhead costs derived from history or activity-based cost forecasting
- Analyze profit margins across dimensions such as commercial, industrial, and residential customers, and geographies
- Model integrated P&L, balance sheet, and cash flow statements, with effects of demand, supply, and capital spending on available cash

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- Use dashboards to manage key performance metrics, including rates, usage, price, and energy charges
- Perform what-if scenario analysis, e.g., for various billing rate schedules, to analyze the impact on revenue and the bottom line
- Easily perform variance analysis, including to drill down into underlying transaction detail from other systems
- Distribute report books via email for financial presentations such as board packages and executive reporting

Select Energy & Utility customers include:

Bloom Energy	Kanawha River Terminals
CleanScapes	Kissimmee Utility Authority
CLEAResult	Siemens Water Technologies
Consumers Energy	South Central Indiana REMC
The Doe Run Company	Star Gas Partners Inc.
EnerNOC	Vermont Energy Investment Corp.
Engie North America, Inc.	
Jaguar Mining	

Adaptive Insights' software as a service (SaaS) model is a natural fit for the energy and utility industry and provides exceptional value. As a SaaS solution, no new hardware, software, or IT support is required for initial implementation or ongoing maintenance.

It's also intuitive and easy to use. Adaptive Insights' SaaS infrastructure and CPM (corporate performance management) engine saves time and effort with built-in intelligence. Tight linkages with Microsoft Office products enable quick creation of board-quality reporting. Customers can avoid the wasted time associated with spreadsheet-based systems. The web-based, highly customizable interface utilizes and improves upon Excel, allowing interaction by all types of employees with virtually no training.

Just do it. For those people who are still on the fence about moving off Excel, once you have gone through the process and seen what it is like, Adaptive Planning is night and day.

— Engie North America, Inc.

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