



**Slinx**  
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# Commercial Energy Product Guide





## **5LINX Energy Program—The Power of Choice**

The 5LINX Energy Program empowers consumers to make an informed decision when selecting a competitive supply offer. The program brings competitive natural gas and electricity offers to residential and commercial consumers in select, deregulated markets. Deregulation continues to open new markets, creating competition among energy suppliers, ultimately driving prices down and offering better service to the consumer.

### **Features and Benefits:**

- The restructuring of energy markets in recent years has broken up monopolistic utility companies and opened up competition
- Consumers now have options when choosing a competitive supply offer
- Competitive suppliers provide a variety of terms and pricing options
- Creates unlimited opportunities for 5LINX representatives to present competitive supply offers along with the diverse product portfolio being offered by 5LINX

The 5LINX Energy Program brings competitive supply offers to electricity and natural gas consumers in select deregulated markets. Our goal is to increase your awareness of deregulation, provide energy saving tips, and alert you to the benefits of choosing competitive offers.

### **How it works:**

Energy deregulation has broken up the monopolistic utility companies and opened up competition. Before deregulation occurred, both natural gas and electricity were supplied by regional monopolies or local utilities that owned both the power plants and transmission lines for distribution. Competitive suppliers are able to provide a variety of options for terms and rates. Virtually nothing changes for the customer. There will be no interruption of service, the utility company still services and bills the account. In some markets the supplier may bill for the supply portion separately, in other markets it is included in the bill provided by the utility company. The only change is that the supply of energy to the utility company comes from a competitive supplier.

## **5LINX Commercial Energy Program**

5LINX has taken a different approach to the acquisition of commercial energy customers. Unlike most direct-sales companies whose energy offering is limited to just one supplier, the 5LINX program is a broker-centric model. This allows the 5LINX Rep to leverage the negotiating power through multiple offerings from multiple suppliers with multiple product options and present the one or two that makes the most sense for each customer.

5LINX represents the customer in the energy-buying process, walking them through each step of the way and identifying critical items that will aid in making the best decision. Once a Lead has been submitted through the Program, an Energy Analyst will:

- Conduct a free bill analysis to check for hidden fees or overcharges
- Analyze usage history to identify trends or anomalies in usage patterns



- Present a proposal that compares what the customer is currently paying with where the market is today, identify product structures and types and even potential price exposure that customers may be taking without even realizing it
- Determine the customer's unique energy needs or demands

The end-result is presenting an offer to your customer of the most relevant and qualified energy supplier that best meets their energy needs. Shopping for energy has never been this easy! Simply talk to your network of friends, family and associates and ask them to show you their energy bills. Then submit the lead packet to 5LINX through the commercial enrollment portal in your Virtual Office and let us do the leg work and present your customer with the best offer and pricing options that fits their needs.

## **Submitting the Customer Referral Lead Packet**

In order to market 5LINX Energy, representatives must enroll in the certification course and successfully complete the training program to gain a basic understanding of topics of deregulation in the natural gas and electricity markets.

Once certified, follow these quick steps to start submitting commercial energy customers.

1. Download the LOA Form from the Commercial Energy Enrollment Portal
2. Fill out the LOA and have the customer sign the form.
3. Obtain one (1) recent complete bill copy (30 days).
4. Once you have the LOA and bill copies, complete the Enrollment Form through the Commercial Enrollment Tab
5. Submit the completed Lead Packet including the signed LOA and 1 bill copy through the Commercial Enrollment Tab, by faxing to 585-359-0233 or emailing it to [Commercialenergy@5linx.com](mailto:Commercialenergy@5linx.com). You will then see your packet submitted in the Commercial Leads Report in your Virtual Office.
6. 5LINX will reach out to suppliers to provide the best quote for your customer.
7. The suppliers will quote the rate to your customer and provide a contract.
8. Once the contract is executed and signed by the customer, you will see an "ACTIVE" order status in the 5LINX system.

Please note that only legible, fully completed Lead Packets will be accepted and approved for processing. When submitting copies of energy bills, make sure all pages of the billing statement are provided.

Remind your customers that you are passing the Lead Packet information to 5LINX, who will work with a commercial supplier, who will contact them. The LOA is not an order or contract to change their service, only an agreement that 5LINX and the supplier can view the customer Historical Usage Data (HUD). Be clear in your presentation to the customer that neither you nor 5LINX is an energy supplier. When an agreement is executed and the account is active, you will receive compensation for the energy customer lead through the 5LINX compensation plan. Only energy certified representatives will receive compensation for submitted orders.



Representatives can submit the LOA and bill copies via the enrollment form in the commercial energy portal, faxed to 585-359-0233 or by email to Commercialenergy@5LINX.com. For general inquiries regarding the 5LINX Commercial Energy Program call 585-359-2922 or email Commercialenergy@5LINX.com.

### SMALL COMMERCIAL MARKETS

STATE	COMMODITY	LOCAL DISTRIBUTION COMPANY	SUPPLIER
CT	Electric	Connecticut Light & Power	XOOM Energy
CT	Electric	United Illuminating	XOOM Energy
DE	Electric	Delmarva	XOOM Energy
IL	Electric	Ameren Corp	XOOM Energy/Illinois Gas & Electric
IL	Electric	Commonwealth Edison (ComEd)	XOOM Energy
IL	Gas	Nicor Gas	XOOM Energy
IL	Gas	North Shore Gas	XOOM Energy
IL	Gas	People's Gas	XOOM Energy
IN	Gas	Northern Indiana Public Service Comp	XOOM Energy/Indiana Gas & Electric
KY	Gas	Columbia Gas of KY	XOOM Energy/Kentucky Gas & Electric
MA	Electric	Massachusetts Electric/National Grid	XOOM Energy
MA	Electric	National Grid/Nantucket	XOOM Energy/Massachusetts Gas & Electric
MA	Electric	NSTAR	XOOM Energy
MA	Electric	Western Massachusetts Electric	XOOM Energy
MD	Electric	Baltimore Gas & Electric	XOOM Energy
MD	Electric	Delmarva	XOOM Energy
MD	Electric	PEPCO	XOOM Energy
MD	Electric	Potomac Edison	XOOM Energy
MD	Gas	Baltimore Gas & Electric	XOOM Energy
MD	Gas	Washington Gas & Light	XOOM Energy
MI	Gas	Consumers Energy	XOOM Energy/Michigan Gas & Electric
MI	Gas	DTE Energy Supply (MichCon)	XOOM Energy
MI	Gas	DTE Gas Company	Michigan Gas & Electric
MI	Gas	Michigan Gas Utilities	Michigan Gas & Electric
NJ	Electric	Atlantic City Electric	XOOM Energy
NJ	Electric	Jersey Central Power and Light	XOOM Energy
NJ	Electric	Public Service Electric and Gas	XOOM Energy
NJ	Electric	Rockland Electric Company	XOOM Energy/New Jersey Gas & Electric
NJ	Gas	New Jersey Natural Gas	XOOM Energy

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NJ	Gas	Public Service Electric and Gas	XOOM Energy
NJ	Gas	South Jersey Gas	XOOM Energy
NY	Electric	Central Hudson	XOOM Energy
NY	Electric	Con Edison (NYC)	XOOM Energy
NY	Electric	National Grid	XOOM Energy
NY	Electric	New York State Electric & Gas	XOOM Energy
NY	Electric	Orange & Rockland	XOOM Energy
NY	Electric	Rochester Gas & Electric	XOOM Energy
NY	Gas	Central Hudson	XOOM Energy
NY	Gas	Con Edison (NYC)	XOOM Energy
NY	Gas	National Fuel Gas-NY	XOOM Energy
NY	Gas	National Grid	XOOM Energy
NY	Gas	New York State Electric & Gas	XOOM Energy
NY	Gas	Orange & Rockland	XOOM Energy
NY	Gas	Rochester Gas & Electric	XOOM Energy
OH	Electric	AEP – Columbus Southern	XOOM Energy
OH	Electric	AEP – OH Power	XOOM Energy
OH	Electric	Cleveland Electric Illuminating Company	XOOM Energy
OH	Electric	Dayton Power and Light	XOOM Energy
OH	Electric	Duke Energy	XOOM Energy
OH	Electric	Ohio Energy	XOOM Energy
OH	Electric	Toledo Edison	XOOM Energy
OH	Gas	Columbia Gas Ohio	XOOM Energy
OH	Gas	Dominion East Ohio	XOOM Energy
OH	Gas	Duke Energy	XOOM Energy
OH	Gas	Vectren Energy	XOOM Energy
PA	Electric	Duquesne	XOOM Energy
PA	Electric	MetEd	XOOM Energy
PA	Electric	PECO	XOOM Energy
PA	Electric	PenElec	XOOM Energy
PA	Electric	Penn Power	XOOM Energy
PA	Electric	PPL Corp	XOOM Energy
PA	Electric	UGI	XOOM Energy
PA	Electric	West Penn	XOOM Energy
PA	Gas	Columbia Gas of Pennsylvania	XOOM Energy
PA	Gas	Equitable Gas	XOOM Energy
PA	Gas	National Fuel Gas - PA	XOOM Energy
PA	Gas	PECO	XOOM Energy
PA	Gas	People's Gas of PA	XOOM Energy/Pennsylvania Gas & Electric



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PA	Gas	UGI	XOOM Energy
PA	Gas	UGI Central Penn	XOOM Energy
PA	Gas	UGI Penn Natural Gas	XOOM Energy