



If you elect to receive daily matrix pricing, you will receive an email from matrixsales@nrg.com each day with the Matrix Pricing Wizard attached. This email will also contain copies of the NRG small and medium business contracts.

How does the pricing process work?

The process is very simple! You will:

- ✔ Calculate your customer's price quote using the Matrix Pricing Wizard
- ✔ Enter the appropriate data into the small or medium business contract form
- ✔ Submit to your Account Executive via email with any other required docs (see page 2)

How does the Pricing Wizard work?

The Matrix Pricing Wizard allows you to easily configure a client's load factor, select a product and term and generate a price for the desired term. In addition, you can quickly determine the "sweet spot" price for your customer and recommend a term that best meets their budget and needs.

1. To determine your customer's load factor, enter the following parameters: a) Usage, kW and Days in Billing Period. To assist you with your customer's zone lookup, you can b) enter your customer's zip code and a list of applicable TDSPs and zones will be available for you to select from.
2. Next, select your desired matrix pricing parameters in the following order: State, Utility, Zone, Load Profile, Annual Usage (kWh), Product Name and Start Date. As you select data, other choices will be available from the dropdowns, including product names, depending on whether you select the small or medium business usage parameters.
3. If you are pricing a protected class (under 50 kW demand) customer, enter your broker fee in this section using \$0.00X format. It will then populate for you in the User Input Fields section.
4. Hit the 'Show Prices' button.
5. Choose the pricing/term that fits your customer's needs and enter that information into the appropriate contract type and send it to us, as outlined on the back side of this sheet.
6. For protected class customers, once you generate the pricing and term, you will need to complete a few additional steps (see callout to the right).

NRG Business Daily Pricing
Prices valid until 5 p.m. on <<date>>

1a Load Factor Calculator

Enter Usage (monthly kWh):	12000
Enter KW:	80
Days in Billing Period:	30
Load Profile:	BUSLOLF

1b TDSP / Zone Lookup

0-39%	BUSLOLF	Zip Code:	75201
40-60%	BUSMEDLF	TDSP:	ONC
61-100%	BUSHILF	Zone:	NORTH

2 Pricing Parameters

State	Utility	Zone	Load Profile	Annual Usage (kwh)	Product Name	Start Date
TX	ONC	NORTH	BUSLOLF	0-300,000	SMALL FIXED PRICE	02/01/23

3 Broker Adder (kwh): 0.002
Adder = Gross Margin (not inclusive of Split Parameters)

4 Show Prices / Clear Prices

5 Pricing Terms Table

Term Range	Term	Price (kwh)	Sweet Spot
0-12	6	0.09810	
0-12	5	0.09229	*
0-12	12	0.09568	
13-24	23	0.08559	*
13-24	24	0.08581	
25-36	35	0.08060	*
25-36	36	0.08076	
37-48	47	0.07764	*
37-48	48	0.07780	
49-60	60	0.00000	*
49-60	60	NA	

6 For EFL Creation (< 50 kW)

User Input Fields				Computed Fields	
Term	Broker Adder (kwh)	No. Of Sites	Base Charge	Price(kwh)	
4	\$ 0.00200	1	\$ -	\$ 0.09296	

Calculate Contract Price

EFL English / EFL Spanish

USER INPUT FIELDS

You only need to complete this section if you are pricing a protected class customer.

- Enter your desired term from the pricing terms table (#5)
- Your broker fee and the base charge will auto-populate
- Enter the number of sites your customer has
- Hit the 'Calculate Contract Price' button
- Hit the 'EFL English' or 'EFL Spanish' button to generate the appropriate EFL, which we're required to provide at the point of sale





Let's get started.

nrg.com

How to complete and submit a contract

Please be sure that you're using the correct contract type from the pricing email when entering your customer's data into the contract:

 **SMALL BUSINESS CONTRACT:** less than 300,000 annual kWh or peak demand less than 50 kW

 **MEDIUM BUSINESS CONTRACT:** 300,000-1,000,000 annual kWh and peak demand greater than 50 kW

Once you have a signed contract in hand, please email the following information to matrixsales@nrg.com, along with the contract, to expedite booking your deal:

Legal Entity Name: Test Customer Name, Inc

Contract Price: \$0.06434/kWh

Broker Fee: \$0.004/kWh

Start Date: 02/01/2022

Annual kWh: 963,100

Number of ESIIDs: 4

Term: 12

Product: Fixed Priced Bundled

IMPORTANT: For medium and high load factor pricing, NRG requires usage or a bill copy displaying kWh and kW to validate the load factor.

Deal confirmations

Once your deal has been successfully booked, your Account Executive will provide you with the deal confirmation via email.

Questions?

Please reach out to your Account Executive with questions or if you need assistance.

Product Options

You can select the following product offerings from the "Product Name" dropdown when generating pricing:

SMALL BUSINESS OPTIONS

- Small Fixed Price
- Small Fixed Price Green

MEDIUM BUSINESS OPTIONS

- Fixed Price Bundled
- Fixed Price Bundled Green
- Fixed Price Excluding Nodal
- Fixed Price Excluding Nodal Green