

Utility Management Services, Inc.

Advocates for Businesses

Over \$3.7 Million in Total Savings

A seemingly small change in the price of electricity can impact the financial stability of many businesses.

Investor owned utilities (“IOU”) are for-profit organizations. Regulated states have a public utility commission or other agency that oversees all issues such as the ratemaking process and the IOU’s allowed return on investment.

UMS’s Expertise

Utility Management Services, Inc. (UMS) has been involved in rate case proceedings for over 10 years. In order to prevent the application of discriminatory and unfair rates, UMS advocates on behalf of their customers.

President of UMS, Brian Coughlan, is a former IOU executive with over 30 years of experience in the industry. He has been an expert witness, testifying in several rate case hearings and acting as a mediator during settlement conferences with IOUs. Mr. Coughlan’s expert testimony and the subsequent

Commission approval of rate classes has generated greater than \$3.7

“However, the Commission also finds and concludes that the unique load factor characteristics...and related cost of service issues, as discussed by witness Coughlan, merit a full review by the Company to determine whether a more appropriate rate provision should be established and implemented.”

-North Carolina Utilities Commission

million in savings for a single customer.

The Ratemaking Process

Changing or creating new rates is an extensive process that involves complex issues.

Rate case proceedings begin when an IOU files a petition with the commission to increase their electricity prices. The public is allowed to offer written comments or they can petition to intervene against the proposed changes.

Pre-trial briefs and testimony are submitted during the rate case process. Before the formal hearings, settlement meetings are held in order to resolve

as many issues as possible.

All remaining issues are litigated by the IOU and interveners during the formal hearing which can last several weeks. The parties present all of their research and other evidence to advance and support their positions. Post-hearing briefs are submitted after the formal hearing has concluded.

The administrative agency issues a ruling on all positions once all of the evidence and filings have been considered.

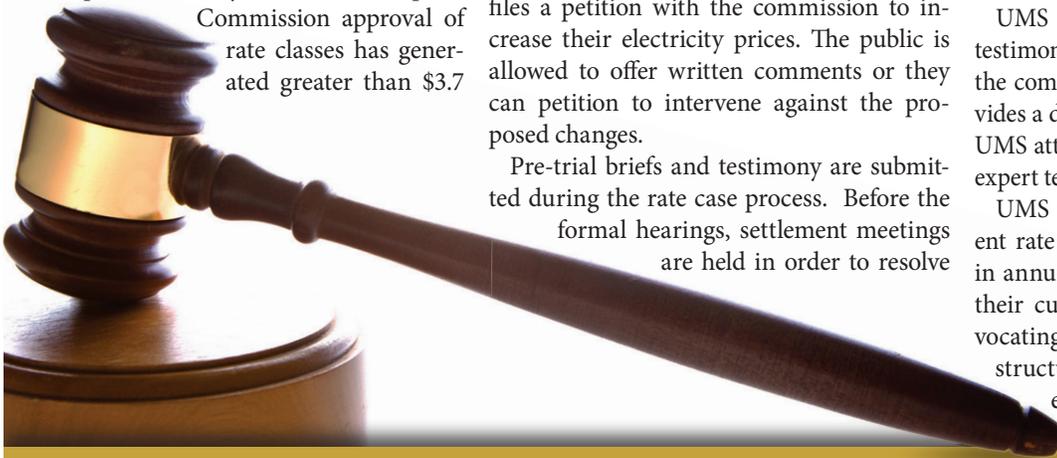
UMS’s Rate Case Involvement

UMS represents their customers in rate case proceedings. UMS prepares pre-trial briefs and testimony, and attends settlement and conference meetings on all issues that impact customer interests.

UMS has a dedicated team of professionals providing support through each and every phase of the rate case process. UMS has support staff that includes in-house corporate counsel and certified Business Energy Professionals.

UMS staff prepares motions and pre-filed testimony, conducts extensive research, studies the complexities of each rate design and provides a detailed analysis to support each issue. UMS attends the formal hearing and presents expert testimony.

UMS is currently involved in three different rate case proceedings that should result in annual savings in excess of \$2 million for their customers. UMS is committed to advocating on their customer’s behalf for rate structures that result in the lowest possible energy costs.



\$150 Million In Savings For Our Customers



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